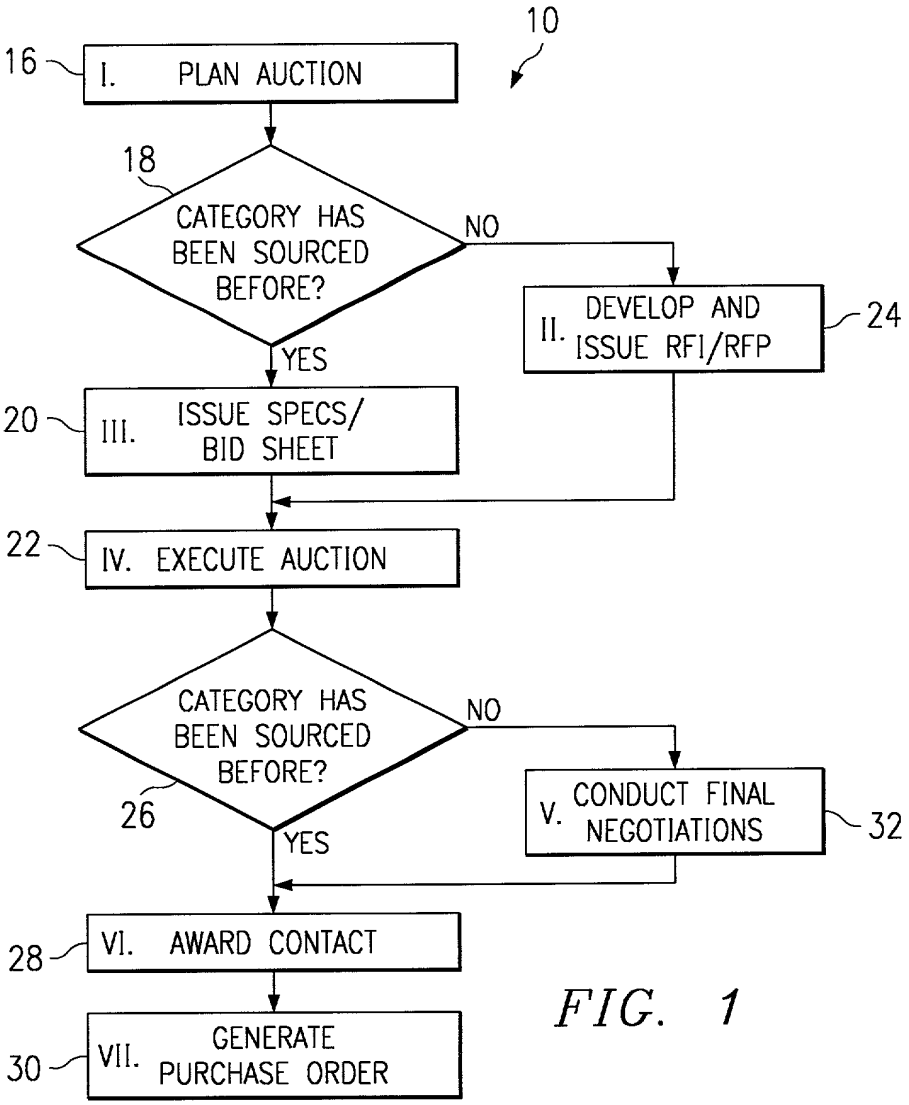
10
16
I. PLAN AUCTION
18
CATEGORY HAS BEEN SOURCED BEFORE?
NO
YES
II. DEVELOP AND ISSUE RFI/RFP
24
20
III. ISSUE SPECS/ BID SHEET
22
IV. EXECUTE AUCTION
CATEGORY HAS BEEN SOURCED BEFORE?
26
NO
YES
V. CONDUCT FINAL NEGOTIATIONS
32
28
VI. AWARD CONTACT
30
VII. GENERATE PURCHASE ORDER

FIG. 1

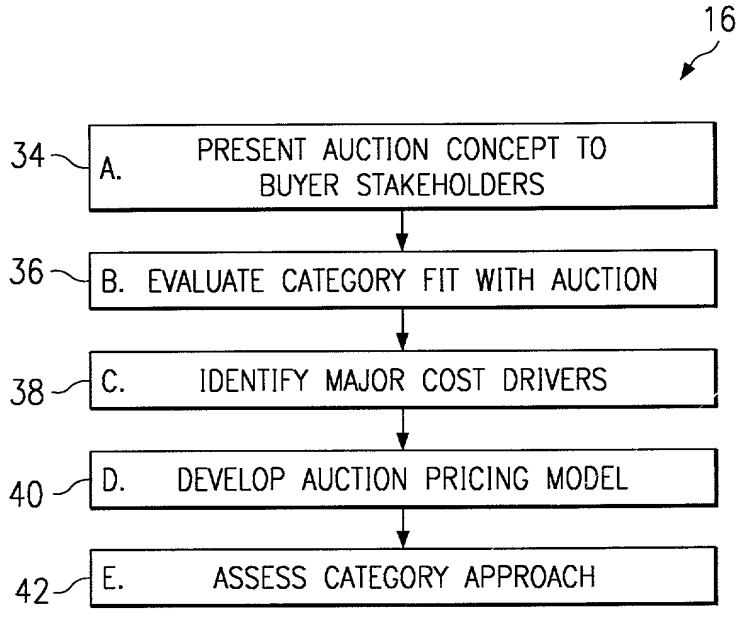
16
34
A. PRESENT AUCTION CONCEPT TO BUYER STAKEHOLDERS
36
B. EVALUATE CATEGORY FIT WITH AUCTION
38
C. IDENTIFY MAJOR COST DRIVERS
40
D. DEVELOP AUCTION PRICING MODEL
42
E. ASSESS CATEGORY APPROACH

FIG. 2

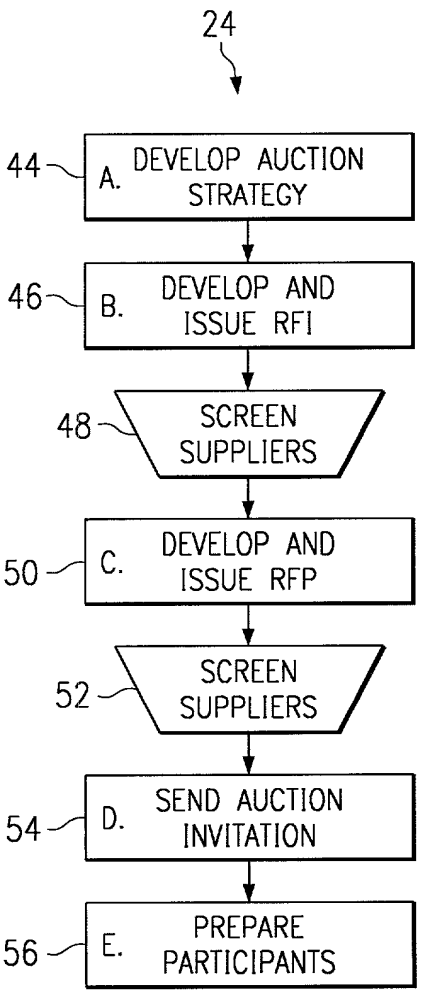

FIG. 3

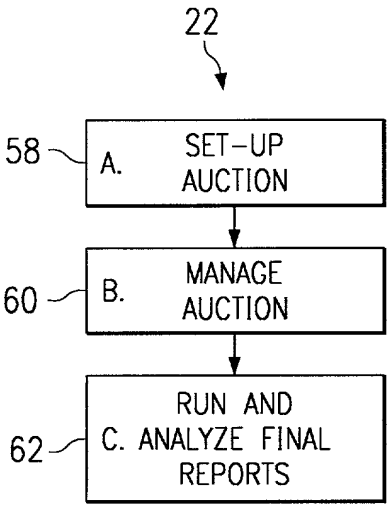

FIG. 4

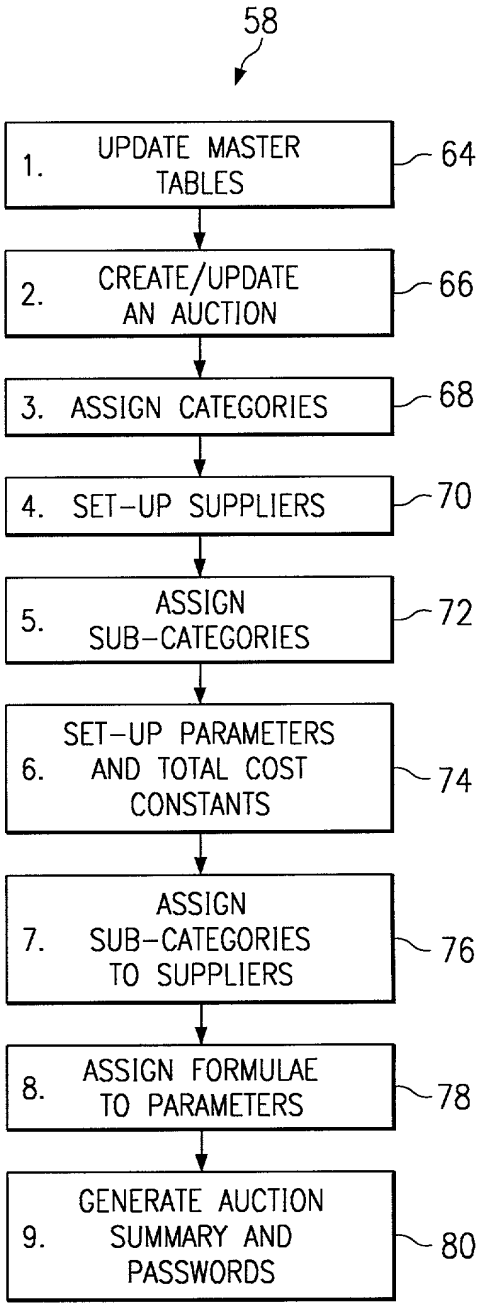

FIG. 5

SOURCING SYSTEM AND METHOD
Inventor: Thomas H. Slaight, et al.
Express: EL501025223US
"Formal Drawings"
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10-00-001
(014208.1375)

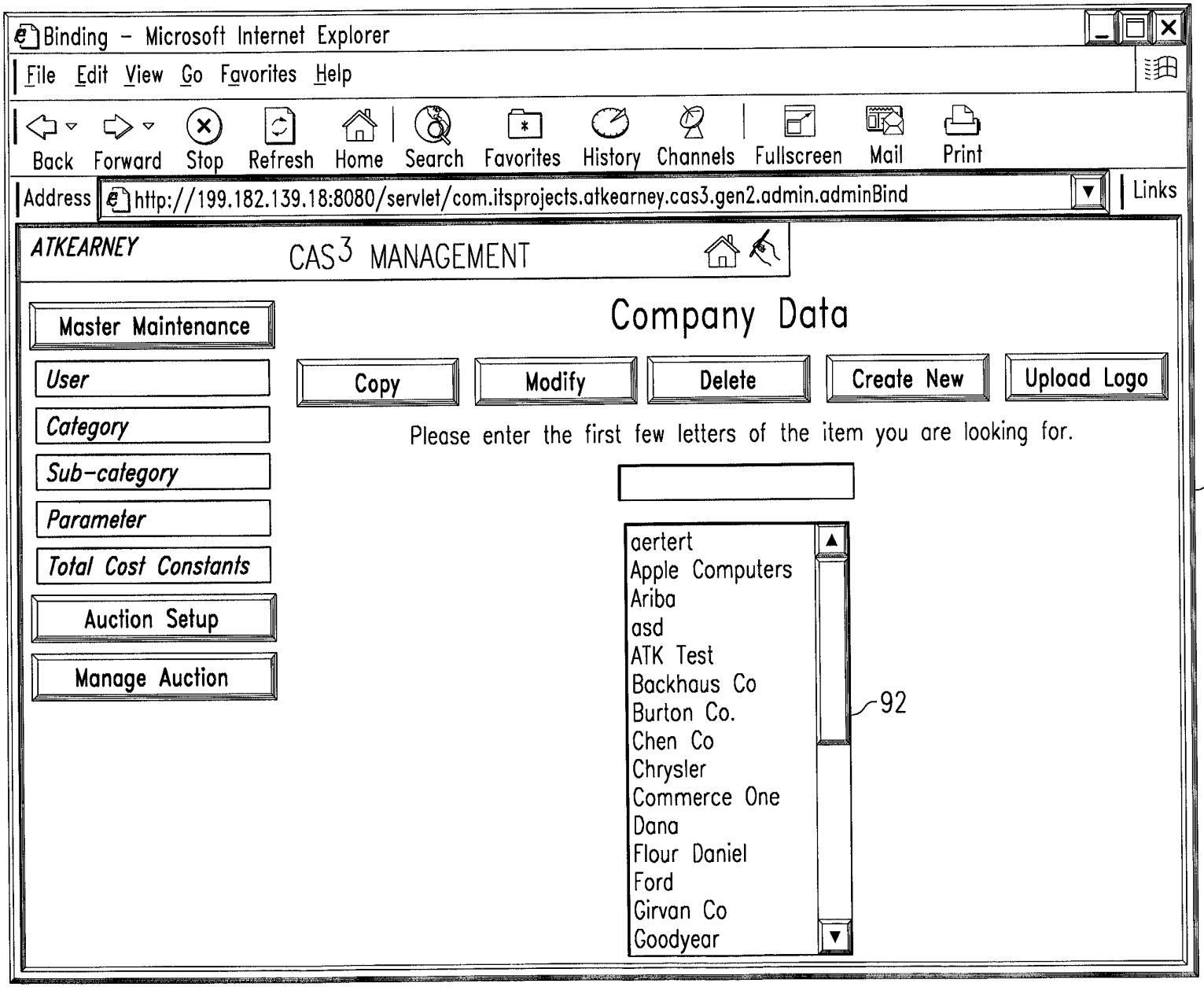

FIG. 6

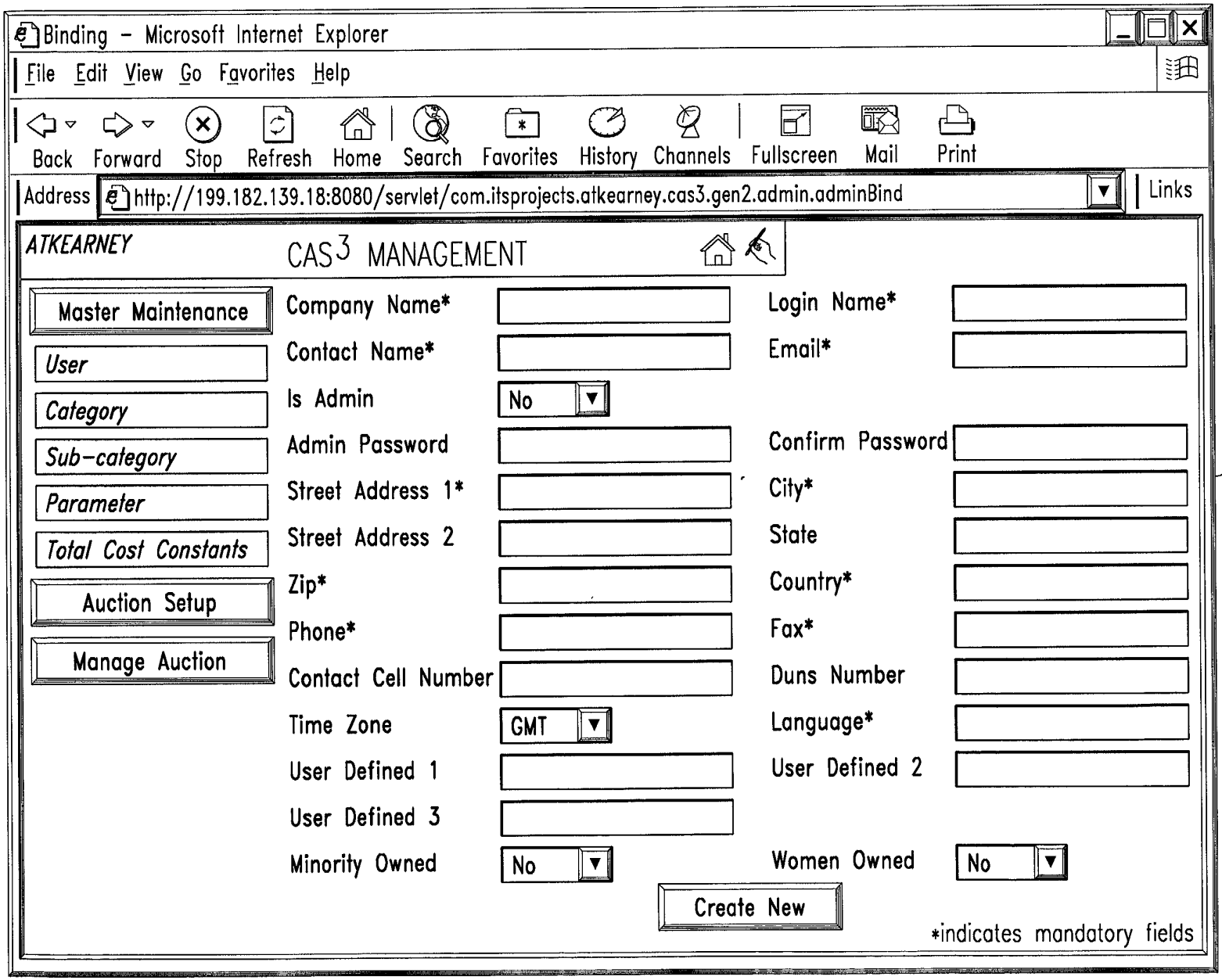
Binding - Microsoft Internet Explorer
File Edit View Go Favorites Help
Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print
Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind
Links
ATKEARNEY
CAS3 MANAGEMENT
Master Maintenance
User
Category
Sub-category
Parameter
Total Cost Constants
Auction Setup
Manage Auction
Company Name*
Contact Name*
Is Admin
No
Admin Password
Street Address 1*
Street Address 2
Zip*
Phone*
Contact Cell Number
Time Zone
GMT
User Defined 1
User Defined 3
Minority Owned
No
Login Name*
Email*
Confirm Password
City*
State
Country*
Fax*
Duns Number
Language*
User Defined 2
Women Owned
No
Create New
*indicates mandatory fields
94

FIG. 7

SOURCING SYSTEM AND METHOD
Inventor: Thomas H. Slaight, et al.
Express: EL501025223US
"Formal Drawings"
5 of 41
10-00-001
(014208.1375)

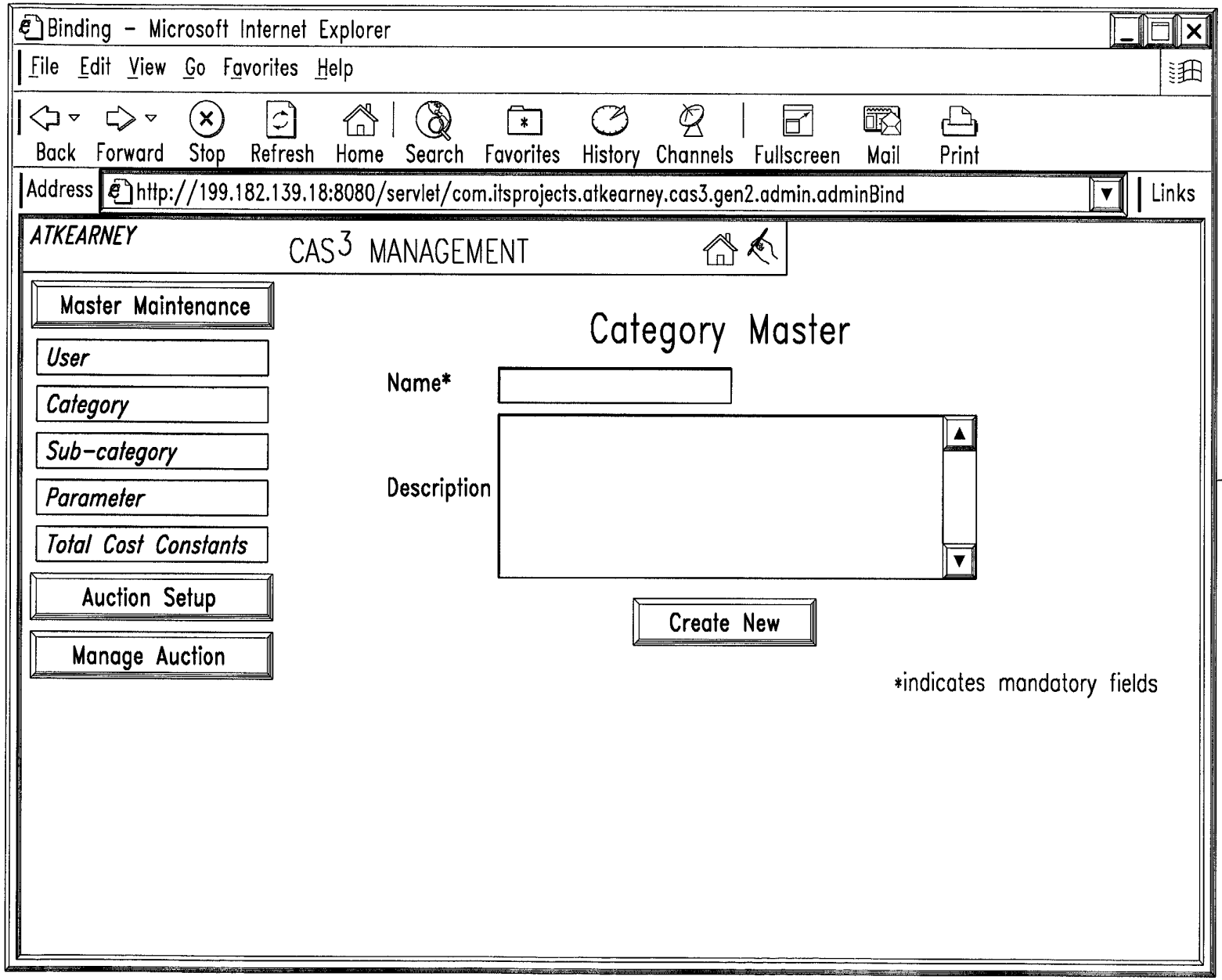

FIG. 8

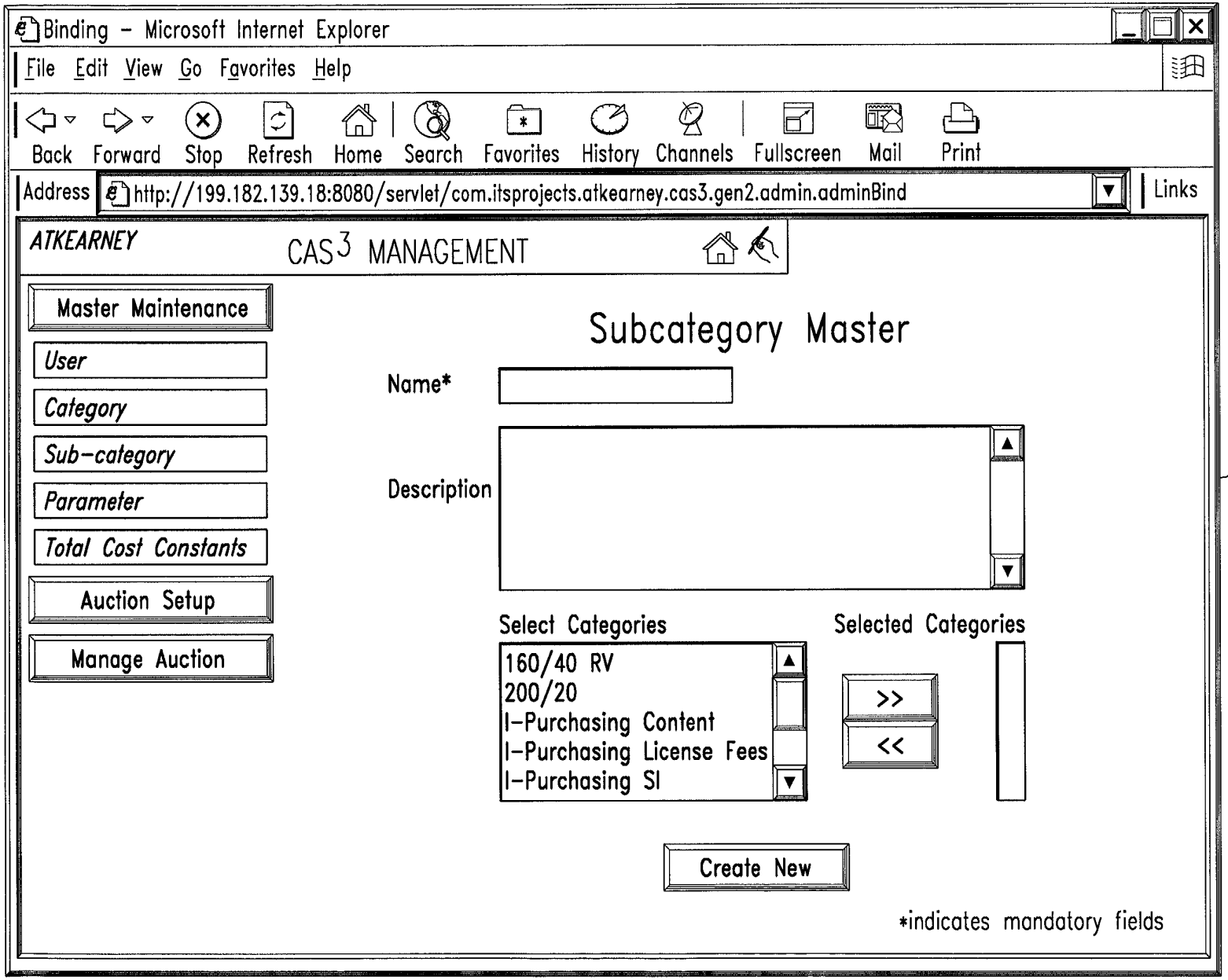
Binding - Microsoft Internet Explorer
File Edit View Go Favorites Help
Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print
Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind
Links
ATKEARNEY
CAS3 MANAGEMENT
Master Maintenance
User
Category
Sub-category
Parameter
Total Cost Constants
Auction Setup
Manage Auction
Subcategory Master
Name*
Description
98
Select Categories
160/40 RV
200/20
I-Purchasing Content
I-Purchasing License Fees
I-Purchasing SI
Selected Categories
>>
<<
Create New
*indicates mandatory fields

FIG. 9

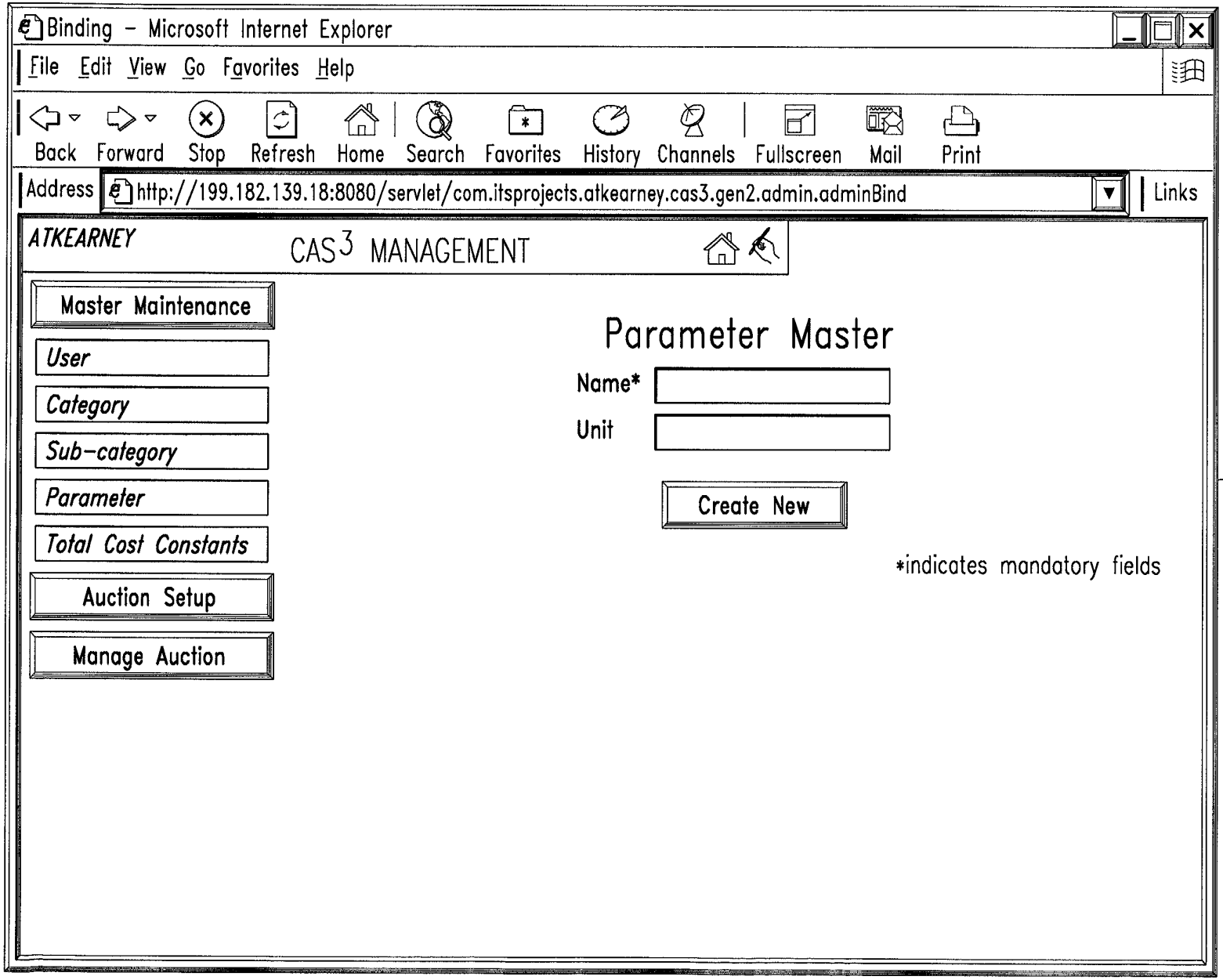
Binding - Microsoft Internet Explorer
File Edit View Go Favorites Help
Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print
Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind
Links
ATKEARNEY
CAS3 MANAGEMENT
Master Maintenance
User
Category
Sub-category
Parameter
Total Cost Constants
Auction Setup
Manage Auction
Parameter Master
Name*
Unit
Create New
*indicates mandatory fields
100

FIG. 10

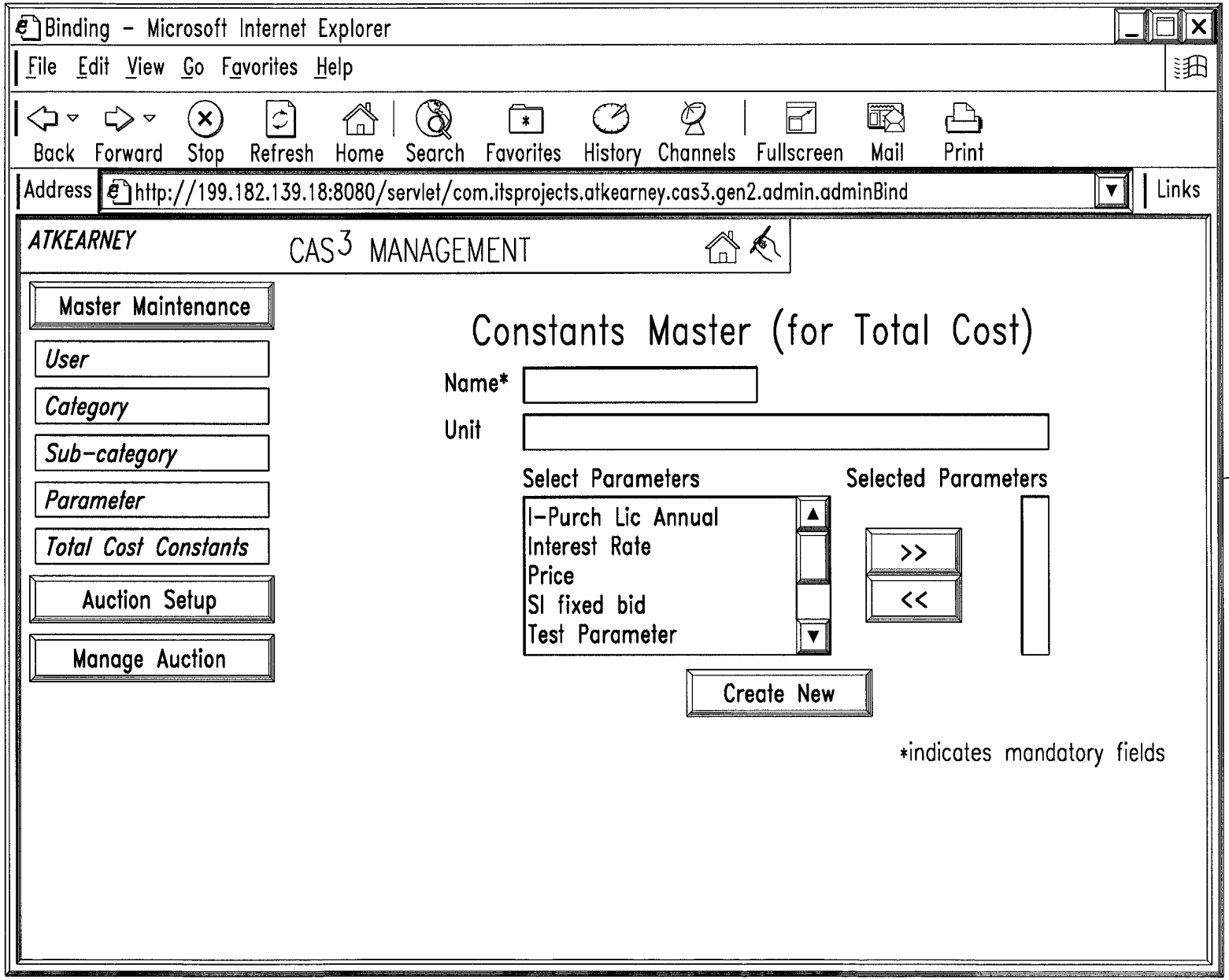
Binding - Microsoft Internet Explorer
File Edit View Go Favorites Help
Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print
Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind
Links
ATKEARNEY
CAS3 MANAGEMENT
Master Maintenance
User
Category
Sub-category
Parameter
Total Cost Constants
Auction Setup
Manage Auction
Constants Master (for Total Cost)
Name*
Unit
Select Parameters
Selected Parameters
1-Purch Lic Annual
Interest Rate
Price
SI fixed bid
Test Parameter
>>
<<
Create New
*indicates mandatory fields
102

FIG. 11

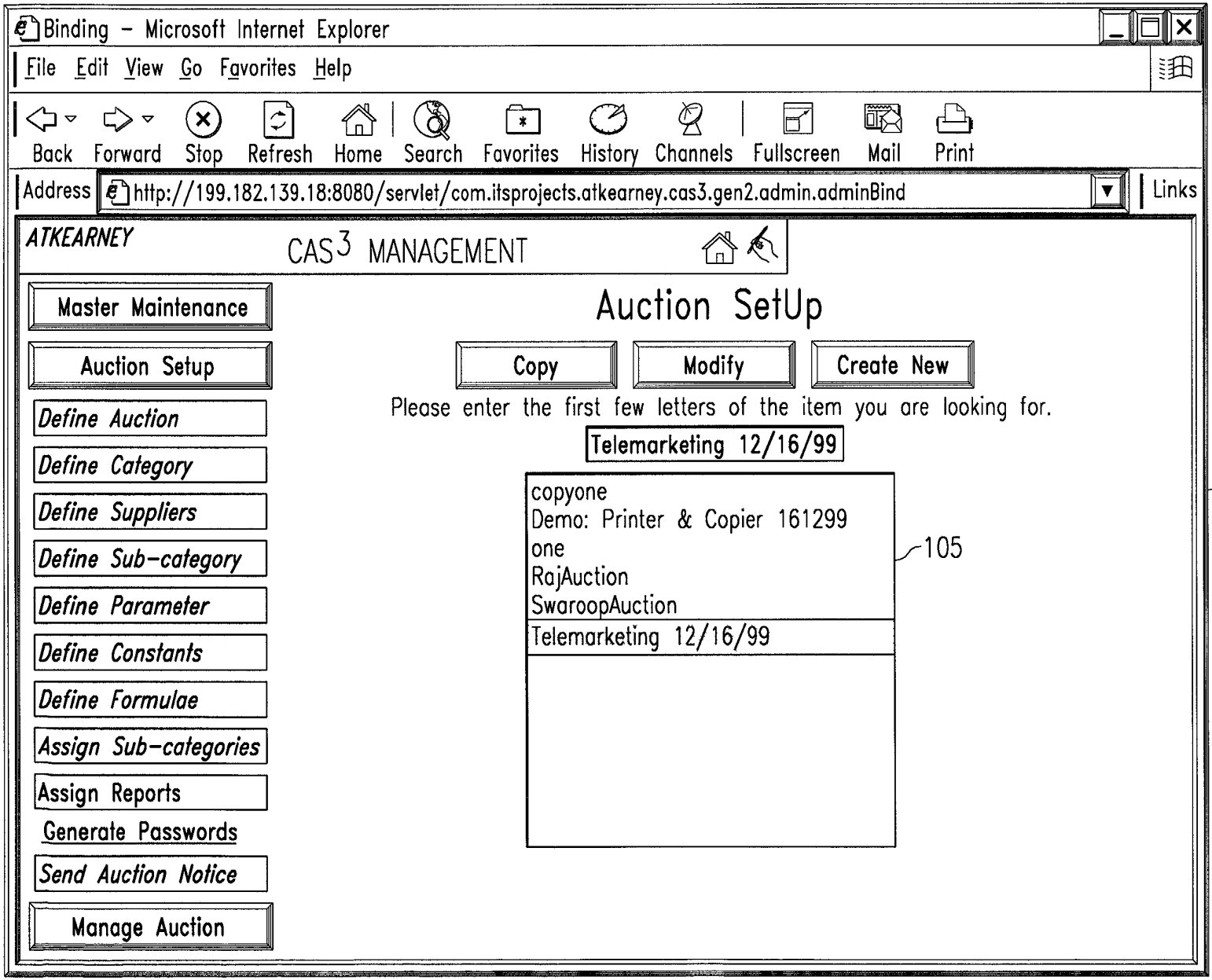
Binding - Microsoft Internet Explorer
File Edit View Go Favorites Help
Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print
Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind
Links
ATKEARNEY
CAS3 MANAGEMENT
Master Maintenance
Auction Setup
Define Auction
Define Category
Define Suppliers
Define Sub-category
Define Parameter
Define Constants
Define Formulae
Assign Sub-categories
Assign Reports
Generate Passwords
Send Auction Notice
Manage Auction
Auction SetUp
Copy
Modify
Create New
Please enter the first few letters of the item you are looking for.
Telemarketing 12/16/99
copyone
Demo: Printer & Copier 161299
one
RajAuction
SwaroopAuction
Telemarketing 12/16/99
104
105

FIG. 12A

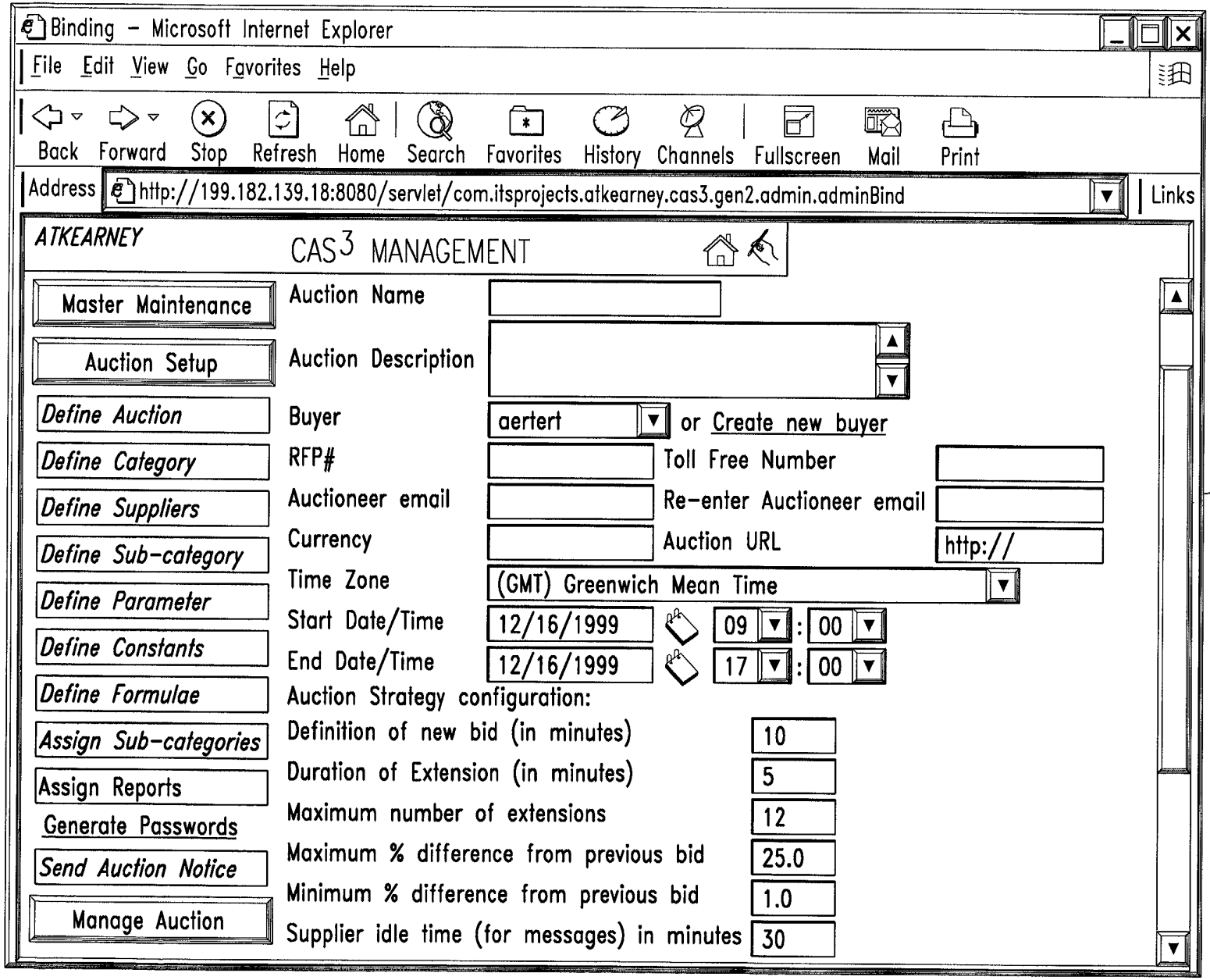
Binding - Microsoft Internet Explorer
File Edit View Go Favorites Help
Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print
Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind
Links
ATKEARNEY
CAS3 MANAGEMENT
Master Maintenance
Auction Setup
Define Auction
Define Category
Define Suppliers
Define Sub-category
Define Parameter
Define Constants
Define Formulae
Assign Sub-categories
Assign Reports
Generate Passwords
Send Auction Notice
Manage Auction
Auction Name
Auction Description
Buyer
aertert
or Create new buyer
RFP#
Toll Free Number
Auctioneer email
Re-enter Auctioneer email
Currency
Auction URL
http://
Time Zone
(GMT) Greenwich Mean Time
Start Date/Time
12/16/1999
09 : 00
End Date/Time
12/16/1999
17 : 00
Auction Strategy configuration:
Definition of new bid (in minutes)
10
Duration of Extension (in minutes)
5
Maximum number of extensions
12
Maximum % difference from previous bid
25.0
Minimum % difference from previous bid
1.0
Supplier idle time (for messages) in minutes
30
106

FIG. 12B

SOURCING SYSTEM AND METHOD
Inventor: Thomas H. Slaight, et al.
Express: EL501025223US
"Formal Drawings"
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10-00-001
(014208.1375)

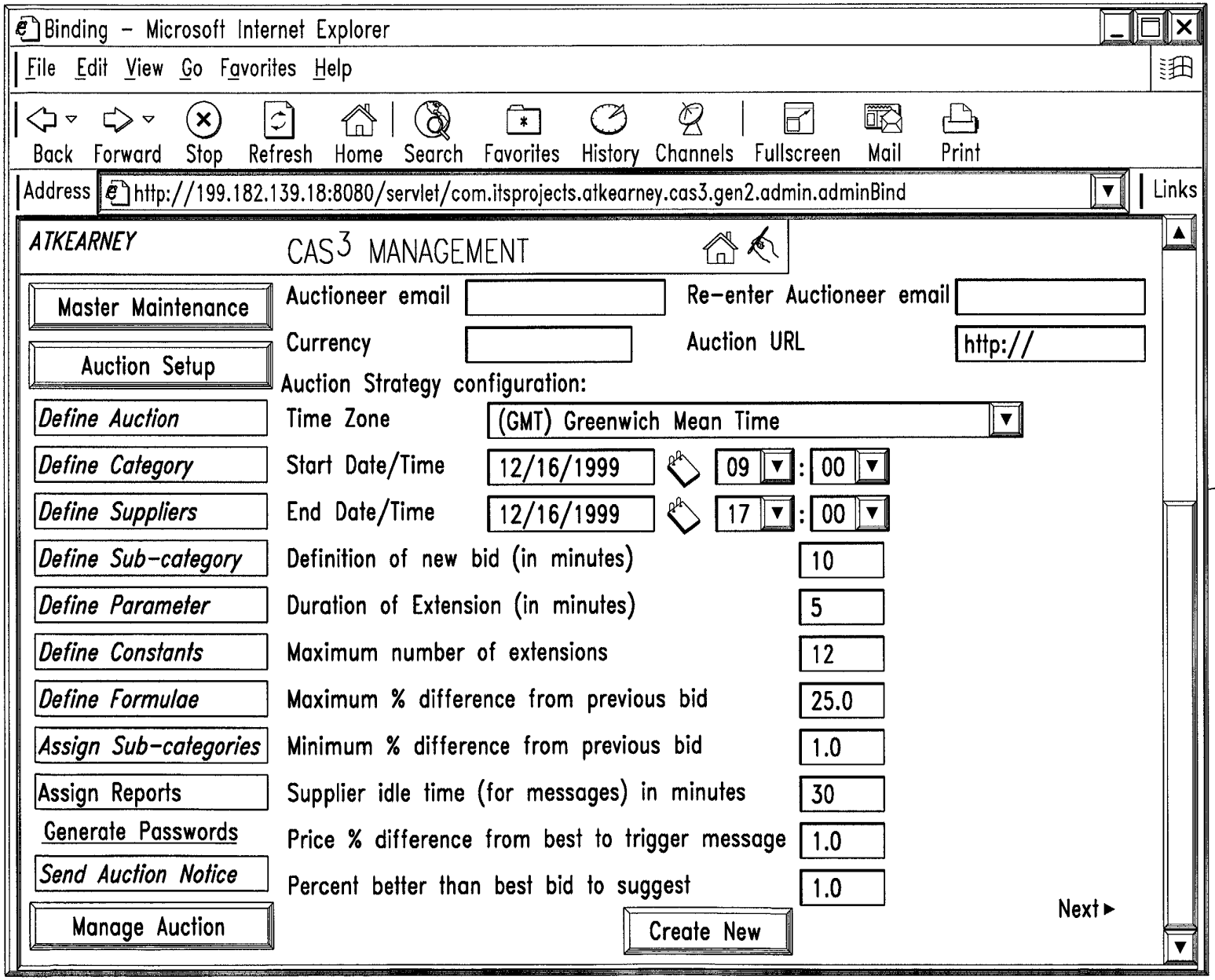


FIG. 12C

SOURCING SYSTEM AND METHOD
Inventor: Thomas H. Slaight, et al.
Express: EL501025223US
"Formal Drawings"
12 of 41
10-00-001
(014208.1375)

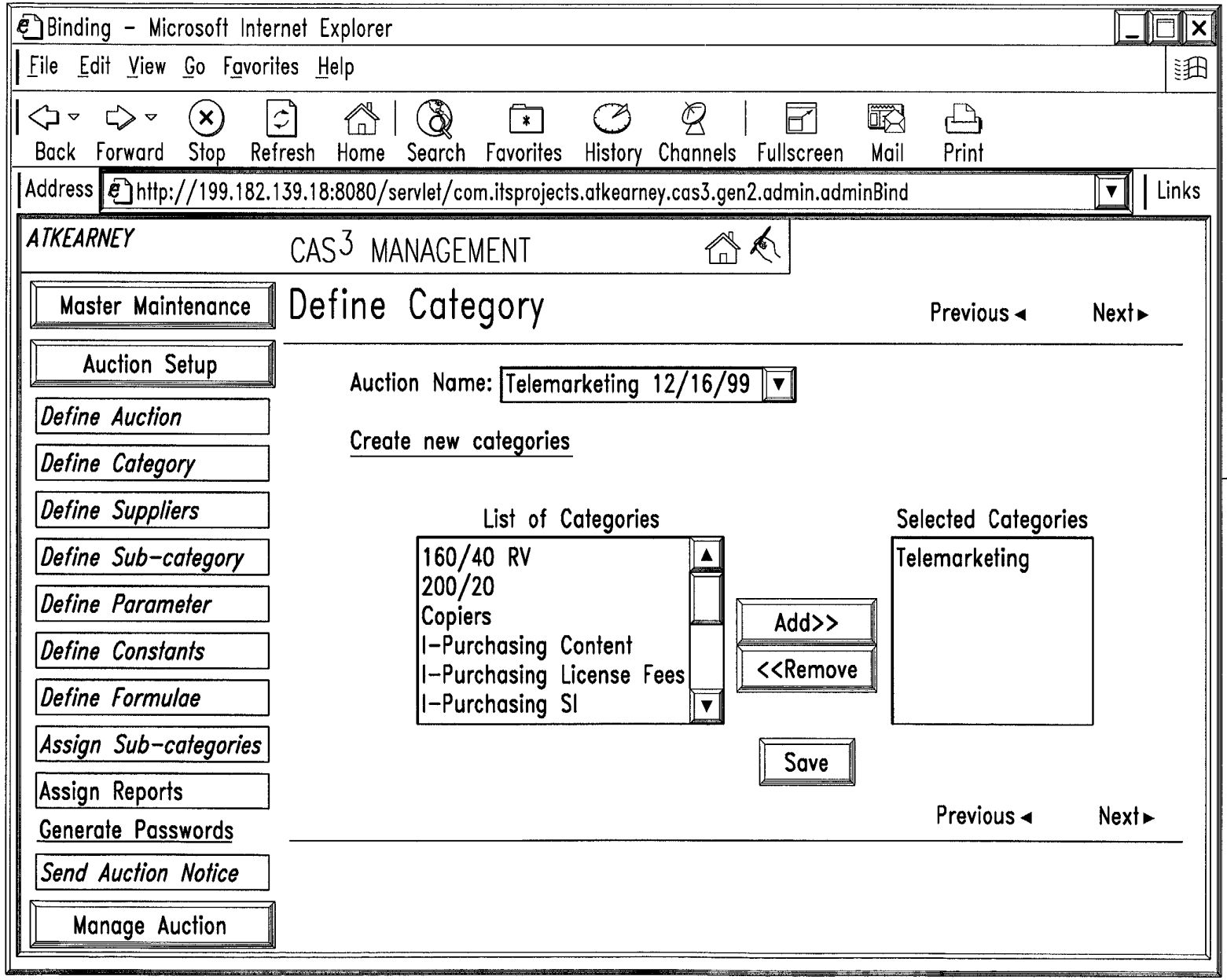


FIG. 13

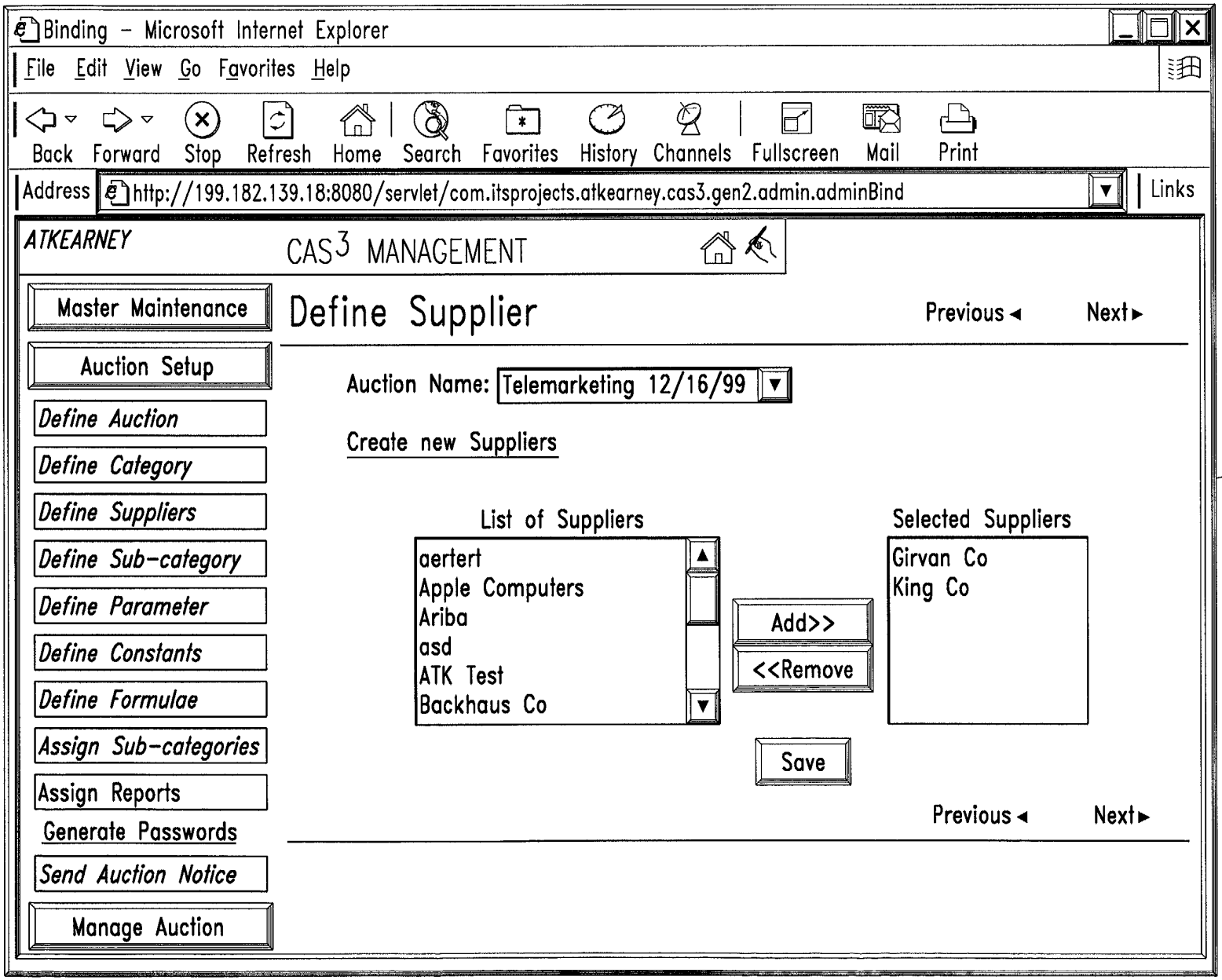

Binding - Microsoft Internet Explorer
File Edit View Go Favorites Help
Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print
Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind
Links
ATKEARNEY
CAS3 MANAGEMENT
Master Maintenance
Auction Setup
Define Auction
Define Category
Define Suppliers
Define Sub-category
Define Parameter
Define Constants
Define Formulae
Assign Sub-categories
Assign Reports
Generate Passwords
Send Auction Notice
Manage Auction
Define Supplier
Previous◄ Next►
Auction Name: Telemarketing 12/16/99
Create new Suppliers
List of Suppliers
aertert
Apple Computers
Ariba
asd
ATK Test
Backhaus Co
Add>>
<<Remove
Selected Suppliers
Girvan Co
King Co
Save
Previous◄ Next►
110

FIG. 14

SOURCING SYSTEM AND METHOD
Inventor: Thomas H. Slaight, et al.
Express: EL501025223US
"Formal Drawings"
14 of 41
10-00-001
(014208.1375)

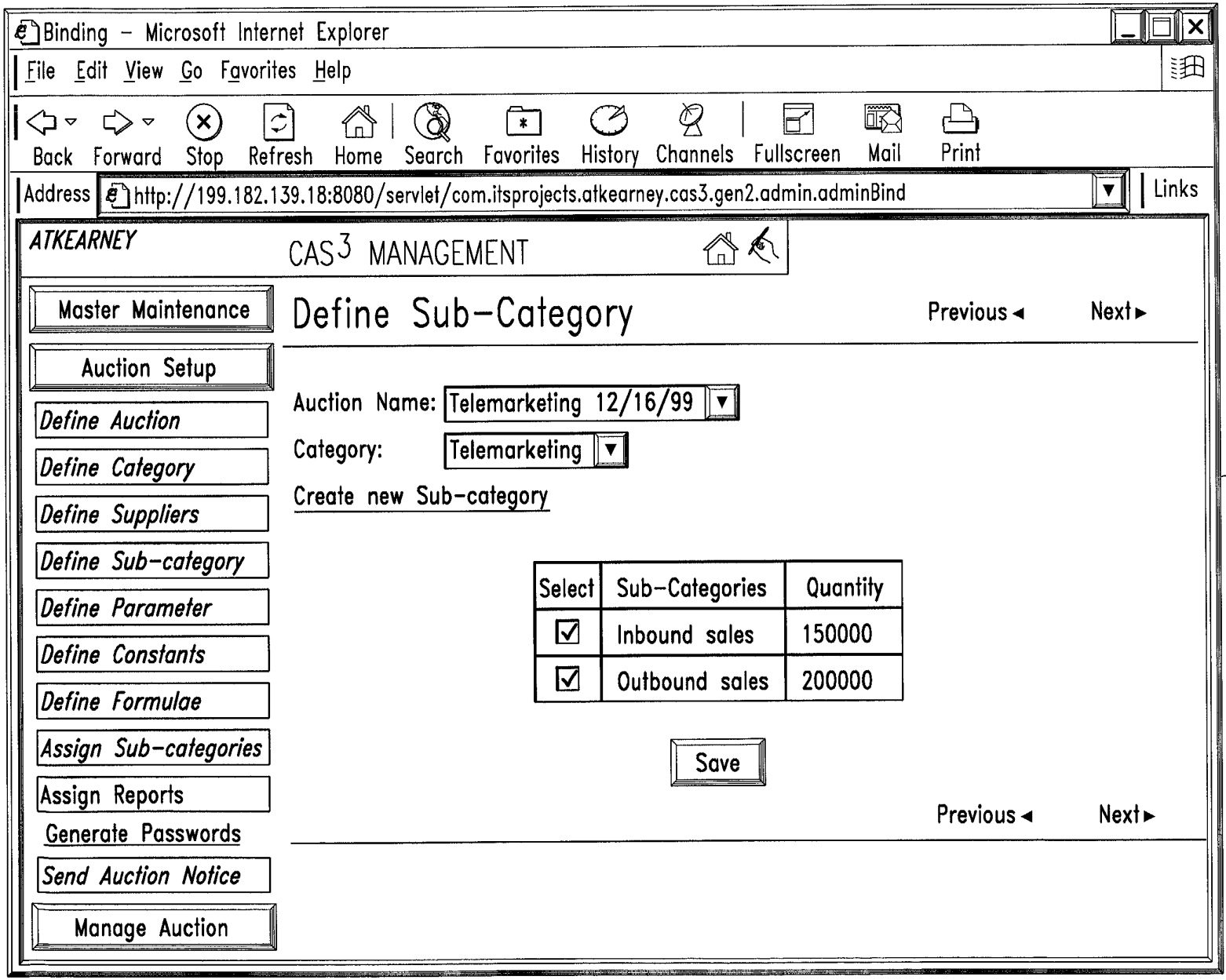


FIG. 15

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind Links

ATKEARNEY CAS3 MANAGEMENT

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

Define Parameter

Previous◄ Next►

Auction Name: Telemarketing 12/16/99

Category: Telemarketing Sub Category: Outbound sales

Select the parameters to be used for the auction or Add new parameters

Select	Parameter	Unit Label	Baseline	Increasing Bids?
	Price	$/Hr	23.5	☐
☐	I-Purch Lic Annual			☐
☐	Interest Rate			☐
☐	SI fixed bid			☐
☐	Test Parameter			☐
☐	Toner Cost			☐
☐	Toner Cost Per Page			☐
☐	Toner cost/pg			☐
☑	Training	$/Hr	14.5	☐
☐	Transportation Cost			☐

114

FIG. 16A

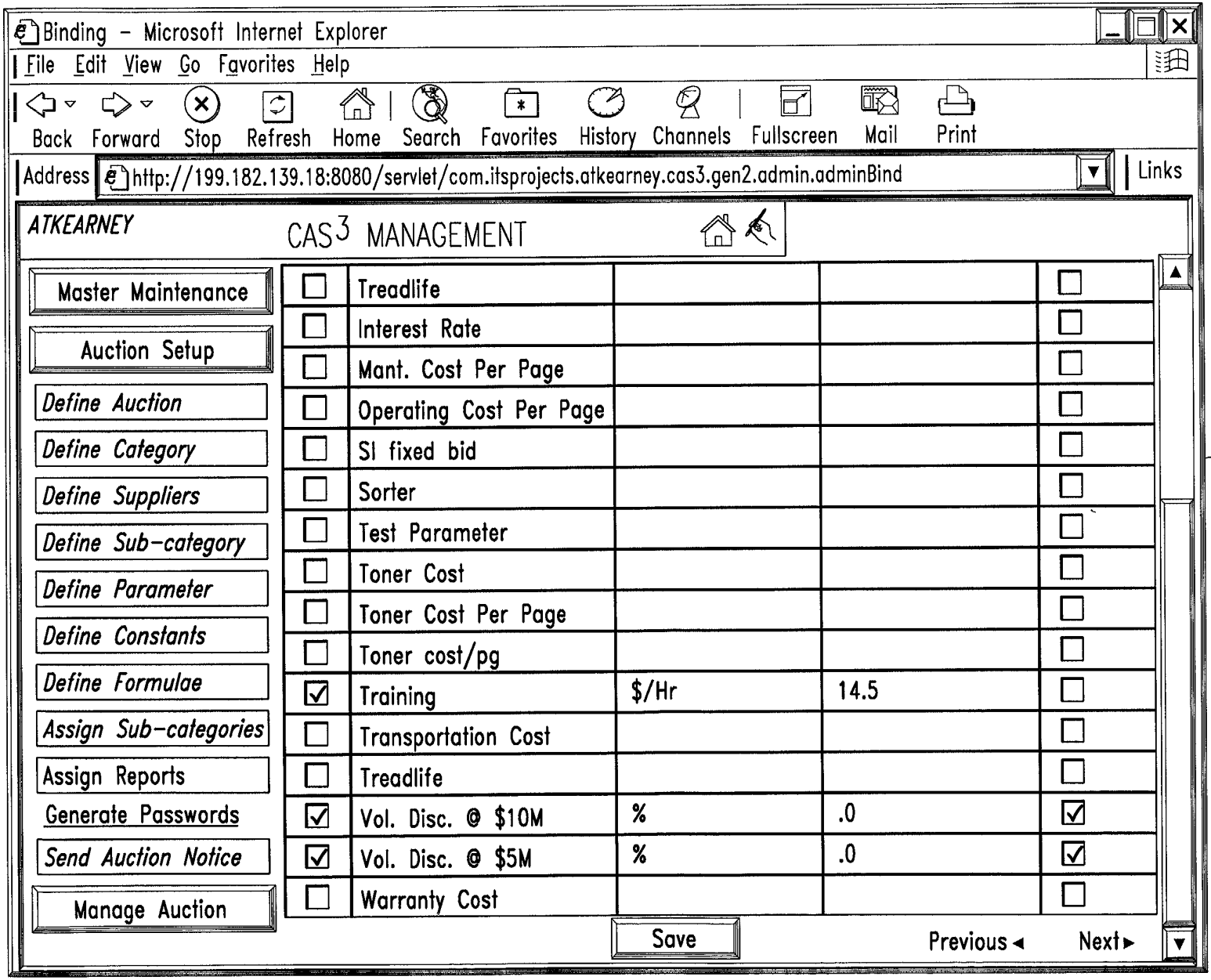
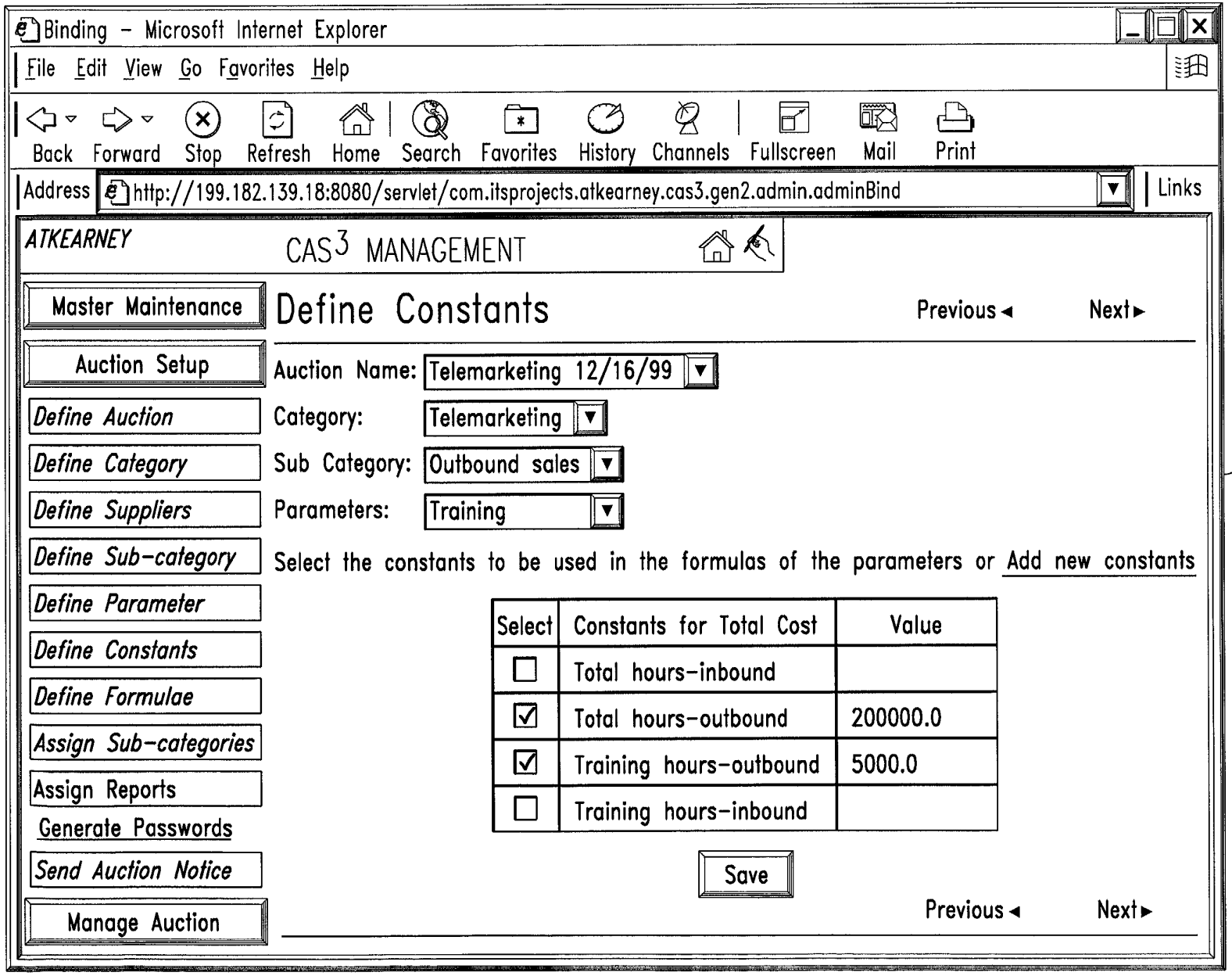

Binding - Microsoft Internet Explorer
File Edit View Go Favorites Help
Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print
Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind
Links
ATKEARNEY
CAS3 MANAGEMENT
Master Maintenance
Auction Setup
Define Auction
Define Category
Define Suppliers
Define Sub-category
Define Parameter
Define Constants
Define Formulae
Assign Sub-categories
Assign Reports
Generate Passwords
Send Auction Notice
Manage Auction
Treadlife
Interest Rate
Mant. Cost Per Page
Operating Cost Per Page
SI fixed bid
Sorter
Test Parameter
Toner Cost
Toner Cost Per Page
Toner cost/pg
Training $/Hr 14.5
Transportation Cost
Treadlife
Vol. Disc. @ $10M % .0
Vol. Disc. @ $5M % .0
Warranty Cost
Save
Previous
Next
114

FIG. 16B

Express Mail Label No. EL501025223US



116

FIG. 17

SOURCING SYSTEM AND METHOD
Inventor: Thomas H. Slaight, et al.
Express: EL501025223US
"Formal Drawings"
17 of 41
10-00-001
(014208.1375)

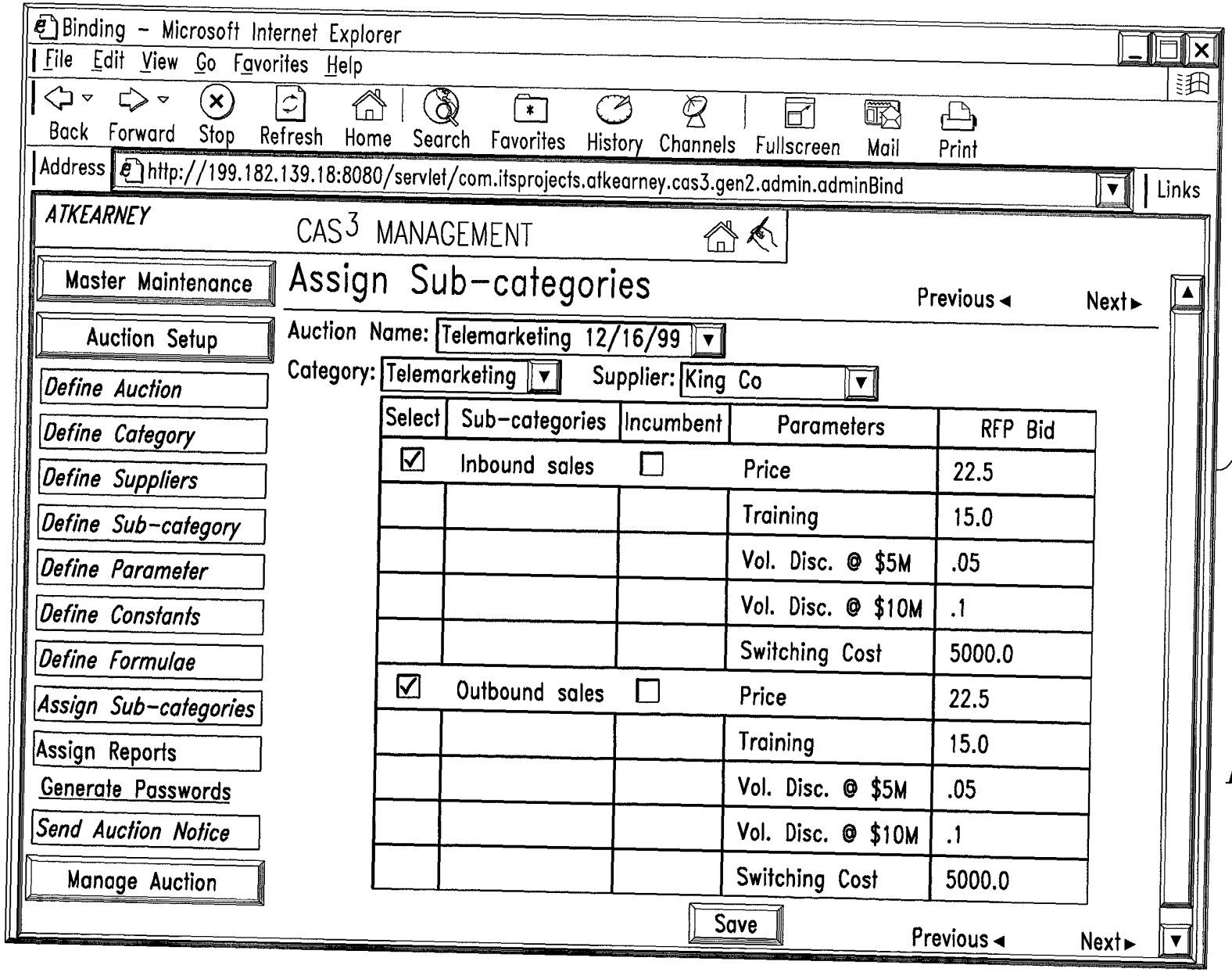

Binding - Microsoft Internet Explorer
File Edit View Go Favorites Help
Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print
Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind
Links
ATKEARNEY
CAS3 MANAGEMENT
Master Maintenance
Auction Setup
Define Auction
Define Category
Define Suppliers
Define Sub-category
Define Parameter
Define Constants
Define Formulae
Assign Sub-categories
Assign Reports
Generate Passwords
Send Auction Notice
Manage Auction
Assign Sub-categories
Previous
Next
Auction Name: Telemarketing 12/16/99
Category: Telemarketing
Supplier: King Co
Select
Sub-categories
Incumbent
Parameters
RFP Bid
Inbound sales
Price
22.5
Training
15.0
Vol. Disc. @ $5M
.05
Vol. Disc. @ $10M
.1
Switching Cost
5000.0
Outbound sales
Price
22.5
Training
15.0
Vol. Disc. @ $5M
.05
Vol. Disc. @ $10M
.1
Switching Cost
5000.0
Save
Previous
Next
118

FIG. 18

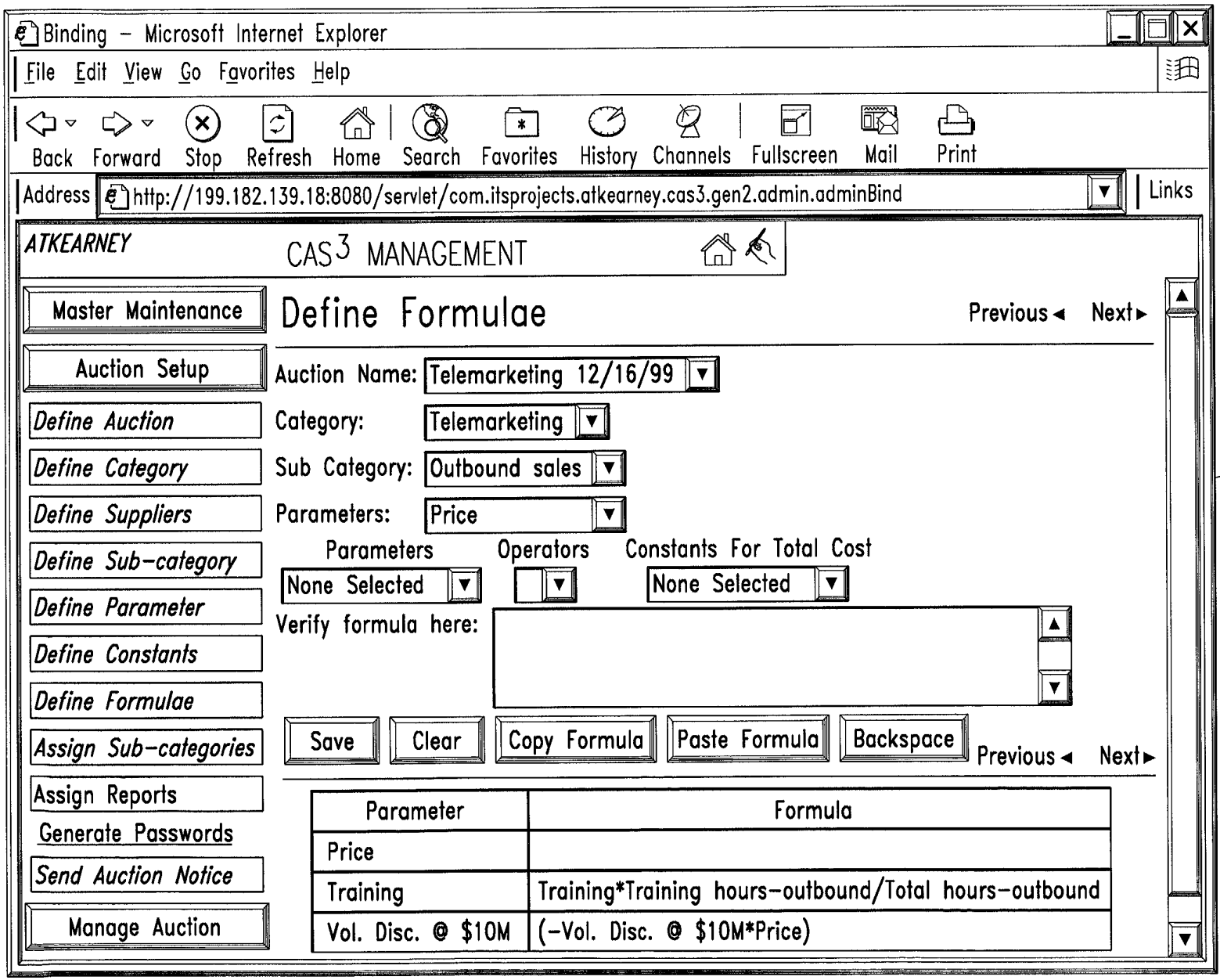

Binding - Microsoft Internet Explorer
File Edit View Go Favorites Help
Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print
Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind
Links
ATKEARNEY
CAS3 MANAGEMENT
Master Maintenance
Auction Setup
Define Auction
Define Category
Define Suppliers
Define Sub-category
Define Parameter
Define Constants
Define Formulae
Assign Sub-categories
Assign Reports
Generate Passwords
Send Auction Notice
Manage Auction
Define Formulae
Previous◄ Next►
Auction Name: Telemarketing 12/16/99
Category: Telemarketing
Sub Category: Outbound sales
Parameters: Price
Parameters
Operators
Constants For Total Cost
None Selected
None Selected
Verify formula here:
Save
Clear
Copy Formula
Paste Formula
Backspace
Previous◄ Next►
Parameter
Formula
Price
Training
Training*Training hours-outbound/Total hours-outbound
Vol. Disc. @ $10M
(-Vol. Disc. @ $10M*Price)
120

FIG. 19A

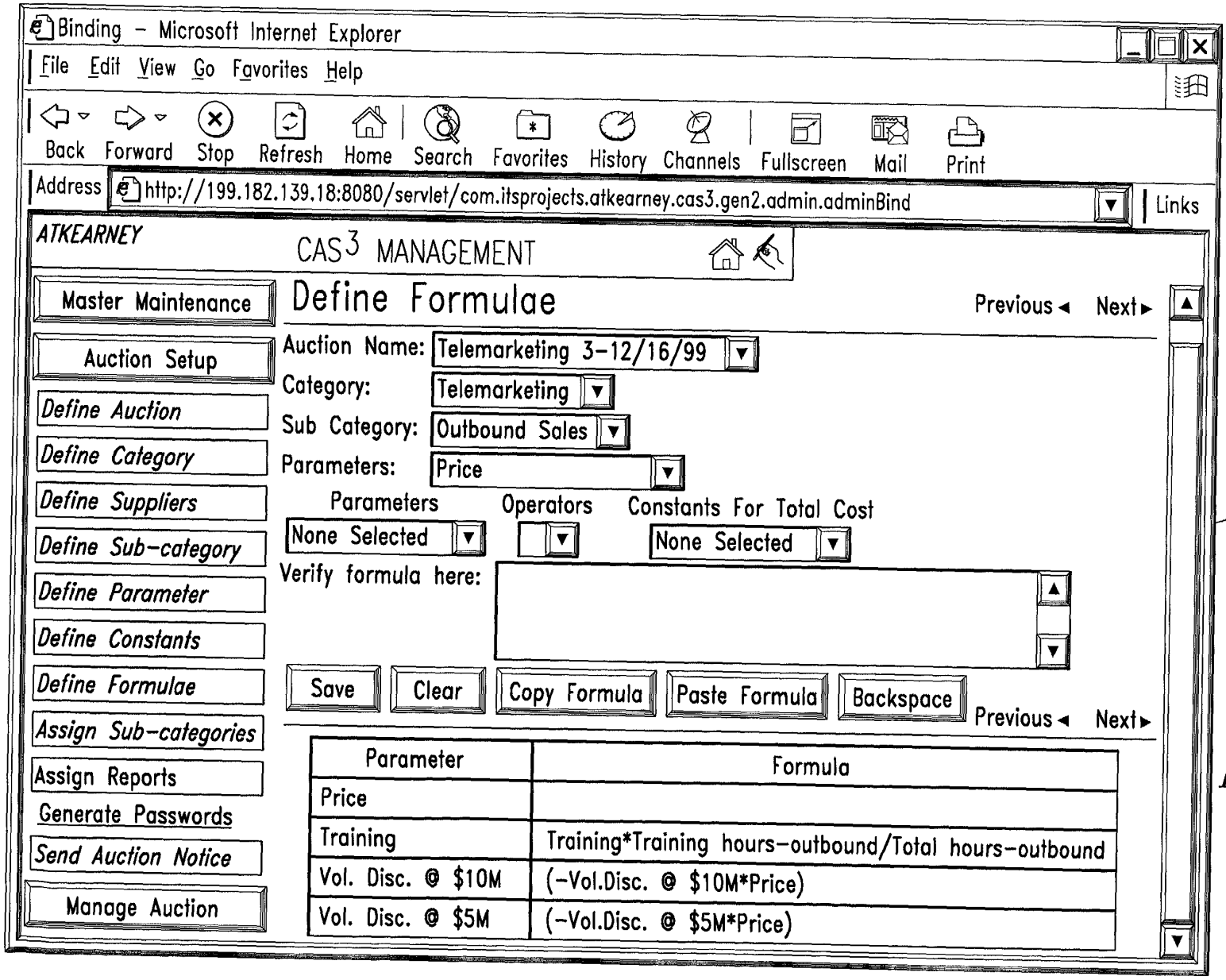

Binding - Microsoft Internet Explorer
File Edit View Go Favorites Help
Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print
Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind
Links
ATKEARNEY
CAS3 MANAGEMENT
Master Maintenance
Auction Setup
Define Auction
Define Category
Define Suppliers
Define Sub-category
Define Parameter
Define Constants
Define Formulae
Assign Sub-categories
Assign Reports
Generate Passwords
Send Auction Notice
Manage Auction
Define Formulae
Previous Next
Auction Name: Telemarketing 3-12/16/99
Category: Telemarketing
Sub Category: Outbound Sales
Parameters: Price
Parameters
Operators
Constants For Total Cost
None Selected
None Selected
Verify formula here:
Save
Clear
Copy Formula
Paste Formula
Backspace
Previous Next
Parameter
Formula
Price
Training
Training*Training hours-outbound/Total hours-outbound
Vol. Disc. @ $10M
(-Vol.Disc. @ $10M*Price)
Vol. Disc. @ $5M
(-Vol.Disc. @ $5M*Price)
120

FIG. 19B

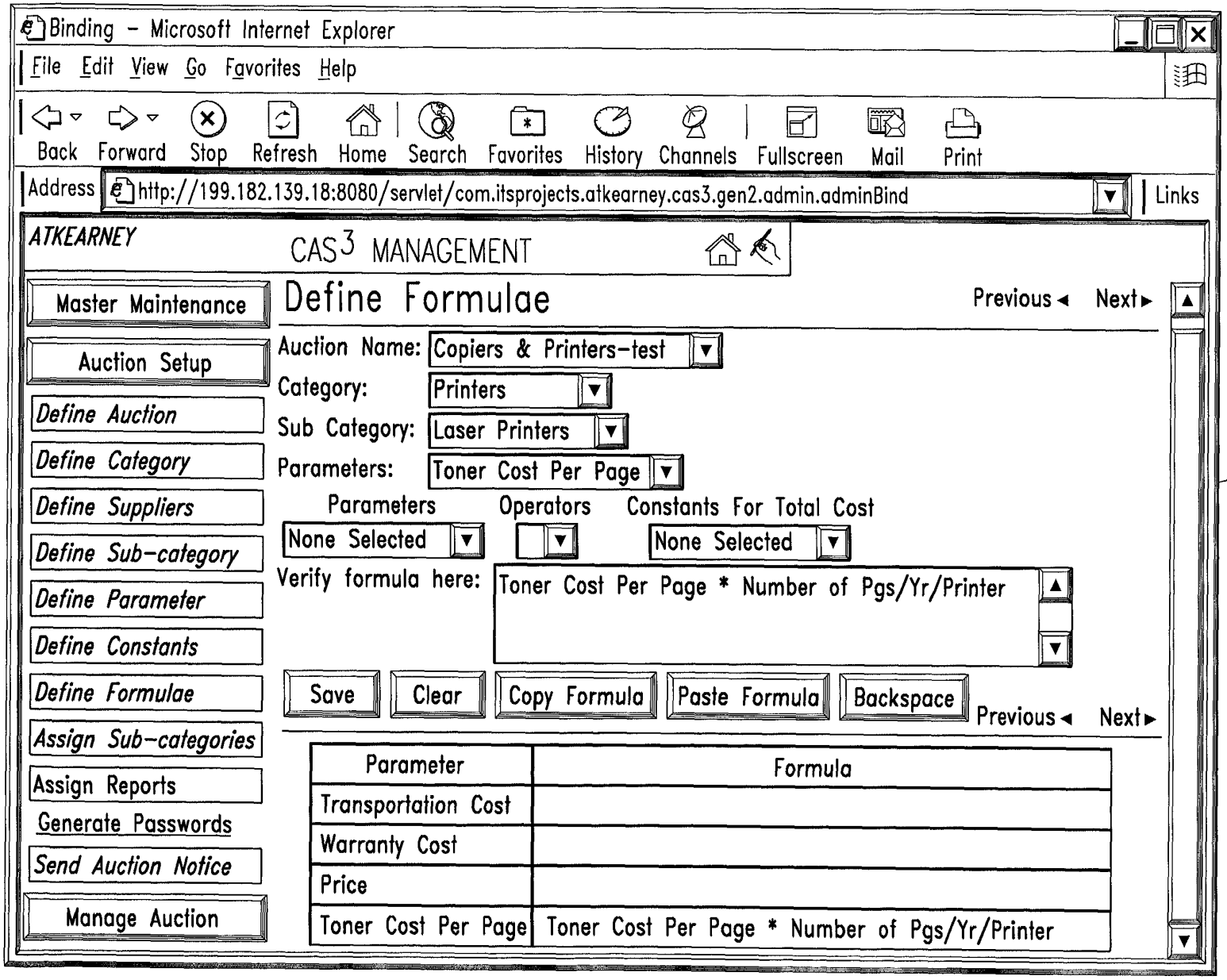

Binding - Microsoft Internet Explorer
File Edit View Go Favorites Help
Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print
Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind
Links
ATKEARNEY
CAS3 MANAGEMENT
Master Maintenance
Auction Setup
Define Auction
Define Category
Define Suppliers
Define Sub-category
Define Parameter
Define Constants
Define Formulae
Assign Sub-categories
Assign Reports
Generate Passwords
Send Auction Notice
Manage Auction
Define Formulae
Previous◄ Next►
Auction Name: Copiers & Printers-test
Category: Printers
Sub Category: Laser Printers
Parameters: Toner Cost Per Page
Parameters
Operators
Constants For Total Cost
None Selected
None Selected
Verify formula here: Toner Cost Per Page * Number of Pgs/Yr/Printer
Save
Clear
Copy Formula
Paste Formula
Backspace
Previous◄ Next►
Parameter
Formula
Transportation Cost
Warranty Cost
Price
Toner Cost Per Page
Toner Cost Per Page * Number of Pgs/Yr/Printer
120

FIG. 20A

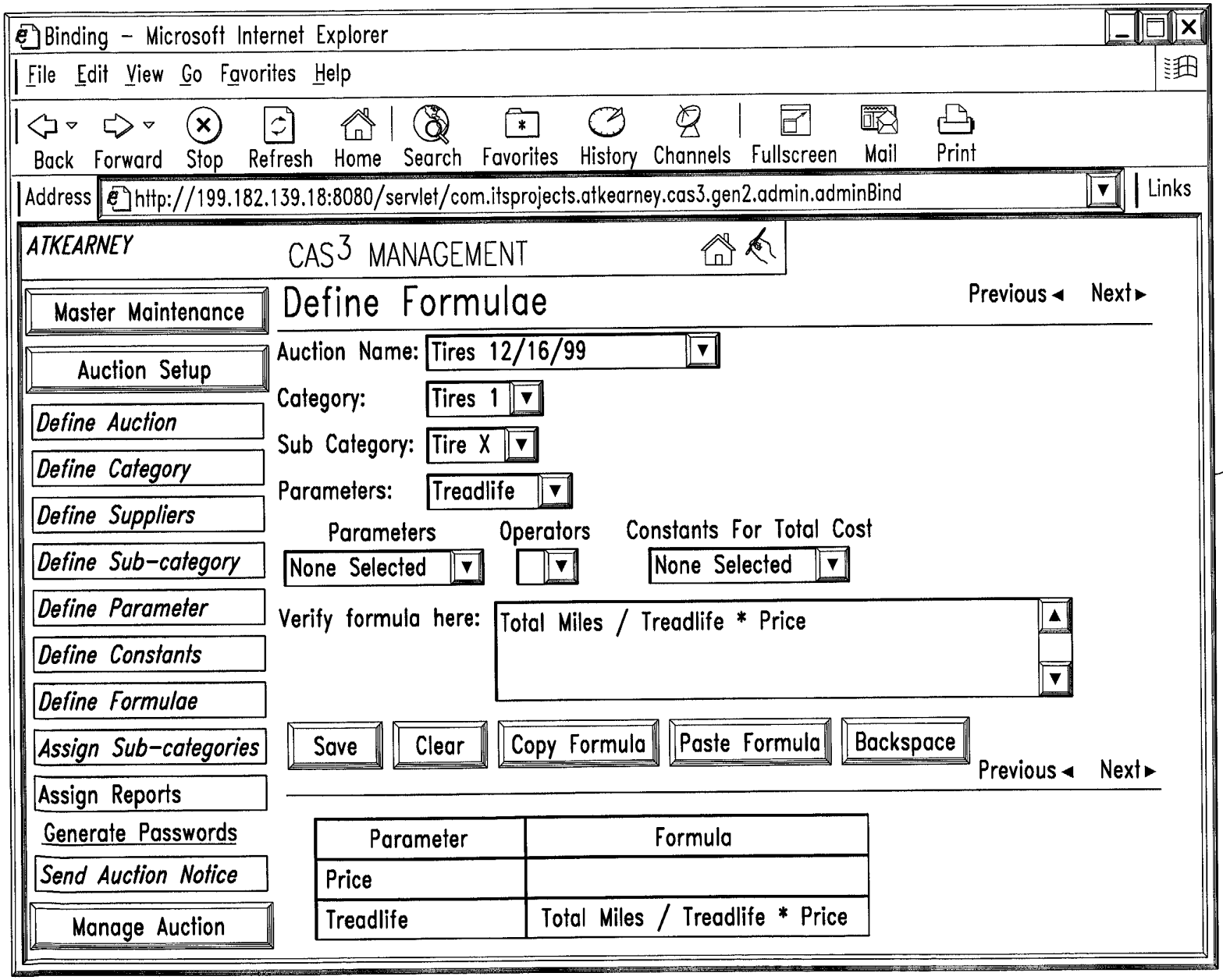

Binding - Microsoft Internet Explorer
File Edit View Go Favorites Help
Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print
Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind
Links
ATKEARNEY
CAS3 MANAGEMENT
Master Maintenance
Auction Setup
Define Auction
Define Category
Define Suppliers
Define Sub-category
Define Parameter
Define Constants
Define Formulae
Assign Sub-categories
Assign Reports
Generate Passwords
Send Auction Notice
Manage Auction
Define Formulae
Previous◄ Next►
Auction Name: Tires 12/16/99
Category: Tires 1
Sub Category: Tire X
Parameters: Treadlife
Parameters
Operators
Constants For Total Cost
None Selected
None Selected
Verify formula here: Total Miles / Treadlife * Price
Save
Clear
Copy Formula
Paste Formula
Backspace
Previous◄ Next►
Parameter
Formula
Price
Treadlife
Total Miles / Treadlife * Price
120

FIG. 20B

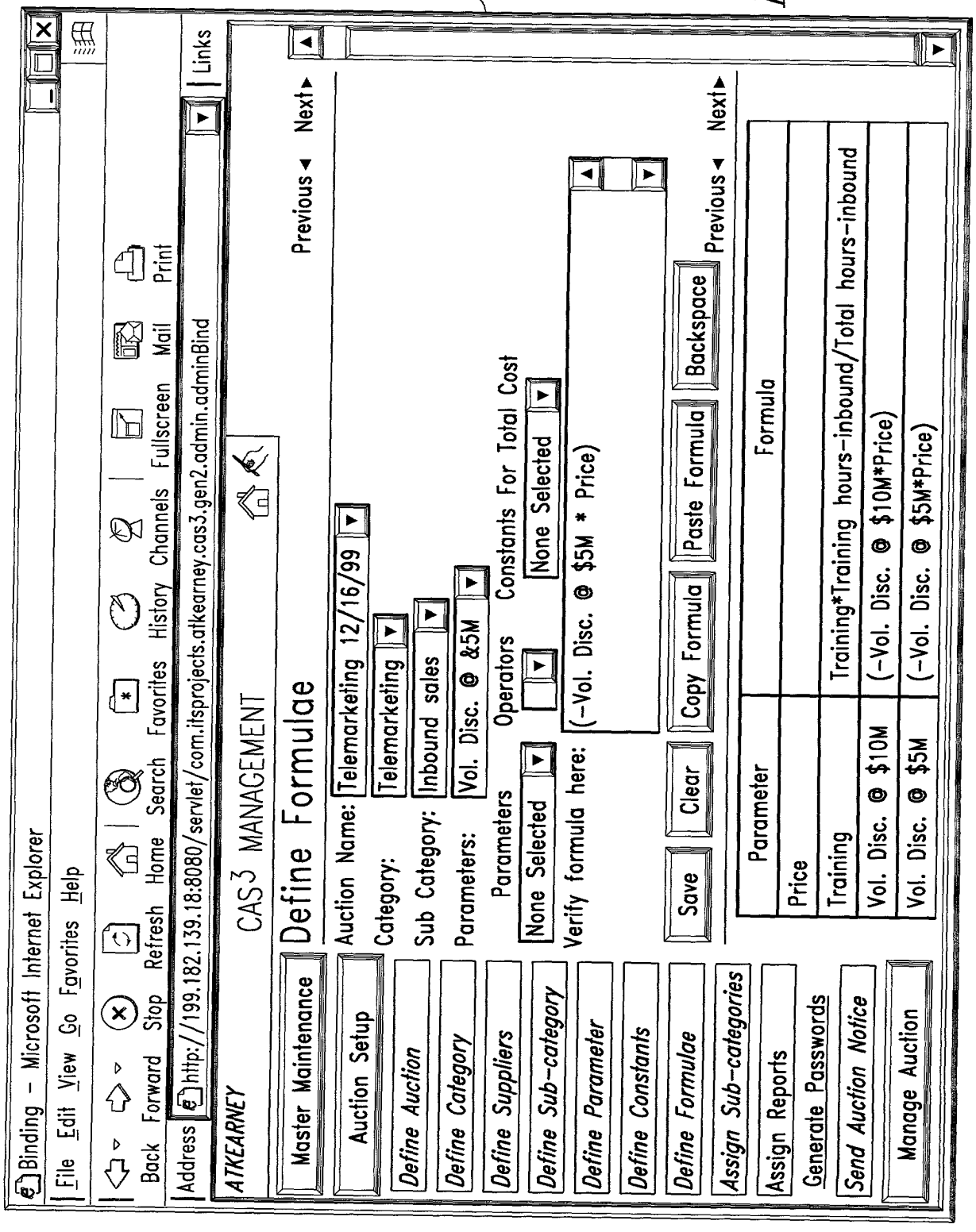

Binding - Microsoft Internet Explorer
File Edit View Go Favorites Help
Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print
Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind
Links
ATKEARNEY
CAS3 MANAGEMENT
Master Maintenance
Auction Setup
Define Auction
Define Category
Define Suppliers
Define Sub-category
Define Parameter
Define Constants
Define Formulae
Assign Sub-categories
Assign Reports
Generate Passwords
Send Auction Notice
Manage Auction
Define Formulae
Previous
Next
Auction Name: Telemarketing 12/16/99
Category: Telemarketing
Sub Category: Inbound sales
Parameters: Vol. Disc. @ &5M
Parameters
Operators
Constants For Total Cost
None Selected
None Selected
Verify formula here: (-Vol. Disc. @ $5M * Price)
Save
Clear
Copy Formula
Paste Formula
Backspace
Previous
Next
Parameter
Formula
Price
Training
Training*Training hours-inbound/Total hours-inbound
Vol. Disc. @ $10M
(-Vol. Disc. @ $10M*Price)
Vol. Disc. @ $5M
(-Vol. Disc. @ $5M*Price)
120

FIG. 20C

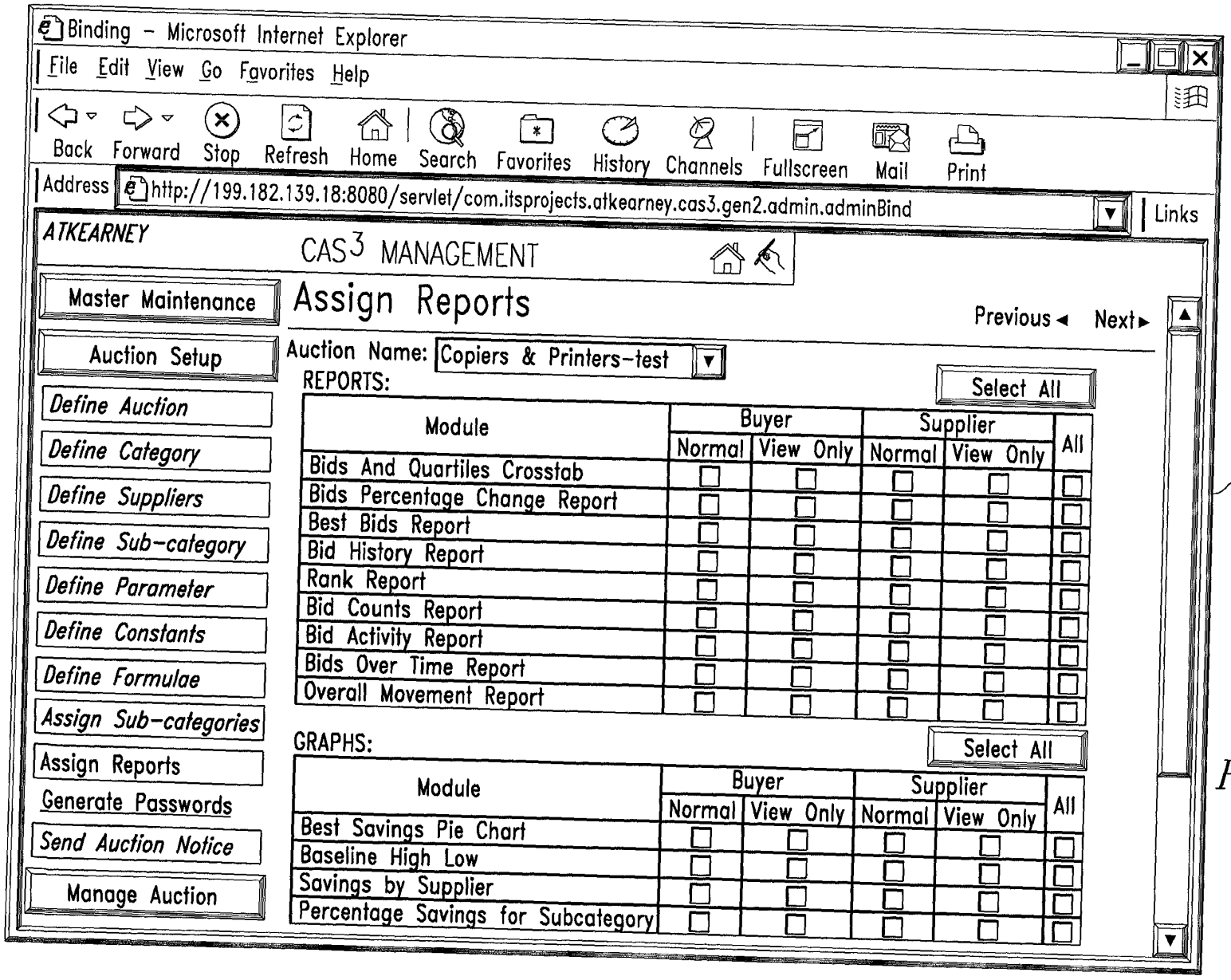

Binding - Microsoft Internet Explorer
File Edit View Go Favorites Help
Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print
Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind
Links
ATKEARNEY
CAS3 MANAGEMENT
Master Maintenance
Auction Setup
Define Auction
Define Category
Define Suppliers
Define Sub-category
Define Parameter
Define Constants
Define Formulae
Assign Sub-categories
Assign Reports
Generate Passwords
Send Auction Notice
Manage Auction
Assign Reports
Previous Next
Auction Name: Copiers & Printers-test
REPORTS:
Select All
Module
Buyer
Supplier
All
Normal
View Only
Normal
View Only
Bids And Quartiles Crosstab
Bids Percentage Change Report
Best Bids Report
Bid History Report
Rank Report
Bid Counts Report
Bid Activity Report
Bids Over Time Report
Overall Movement Report
GRAPHS:
Select All
Module
Buyer
Supplier
All
Normal
View Only
Normal
View Only
Best Savings Pie Chart
Baseline High Low
Savings by Supplier
Percentage Savings for Subcategory
120

FIG. 21A

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind Links

ATKEARNEY

CAS^3 MANAGEMENT

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

Bids Percentage Change Report	☑	☑	☑	☑	☑
Best Bids Report	☑	☐	☐	☐	☐
Bid History Report	☑	☐	☐	☐	☐
Rank Report	☑	☐	☐	☐	☐
Bid Counts Report	☑	☐	☐	☐	☐
Bid Activity Report	☑	☐	☐	☐	☐
Bids Over Time Report	☑	☐	☐	☐	☐
Overall Movement Report	☑	☐	☐	☐	☐

Select All

GRAPHS:

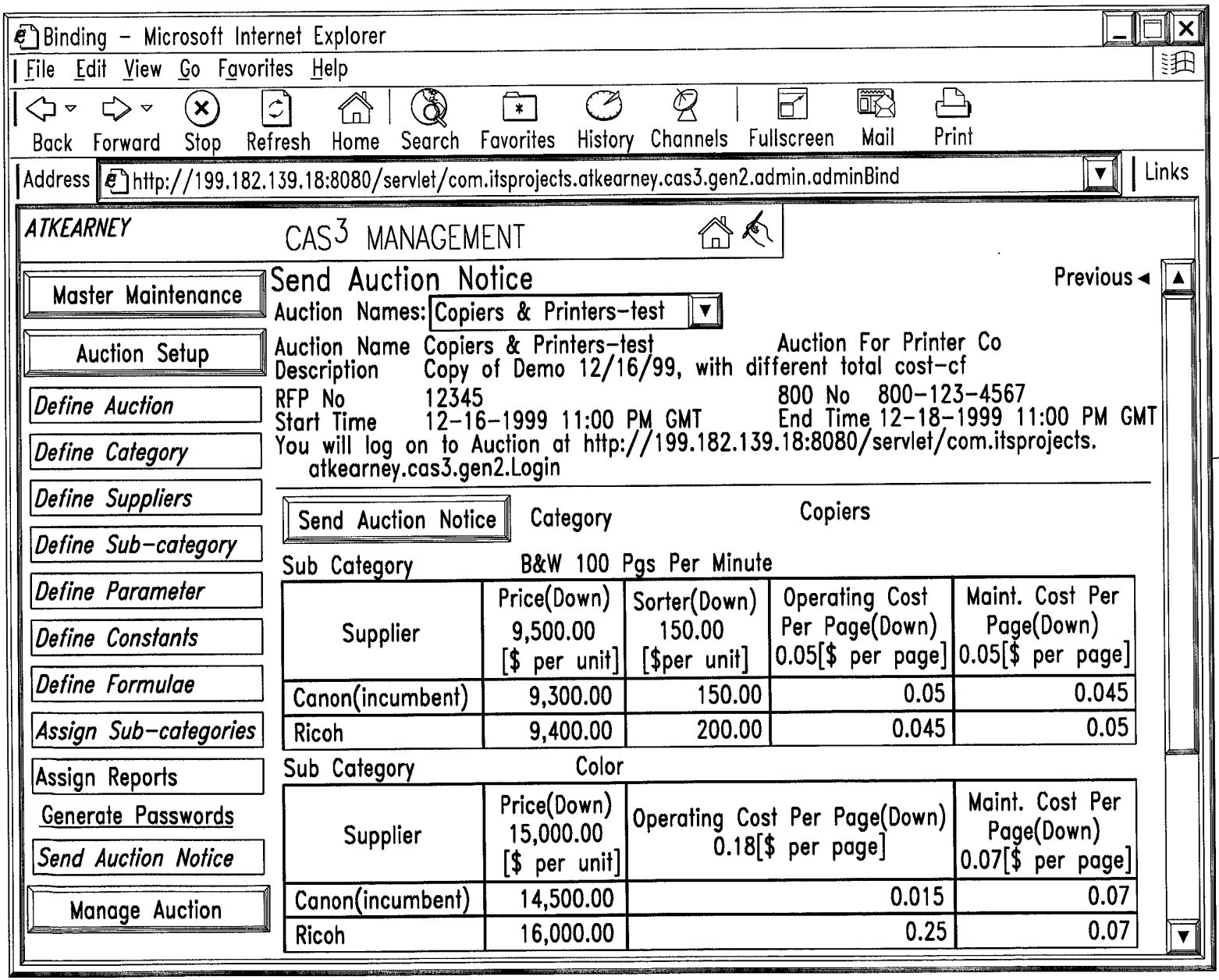
Module	Buyer		Supplier		All
	Normal	View Only	Normal	View Only	
Best Savings Pie Chart	☑	☐	☐	☐	☐
Baseline High Low	☑	☐	☐	☐	☐
Savings by Supplier	☑	☐	☐	☐	☐
Percentage Savings for Subcategory	☑	☐	☐	☐	☐
Best Bid Chart	☑	☐	☐	☐	☐
Bid History Plot	☑	☐	☐	☐	☐
Rank Chart	☑	☑	☑	☑	☑
Current Bid Chart	☑	☐	☐	☐	☐
High Low Chart	☑	☐	☐	☐	☐

Save

Previous ◄ Next ►

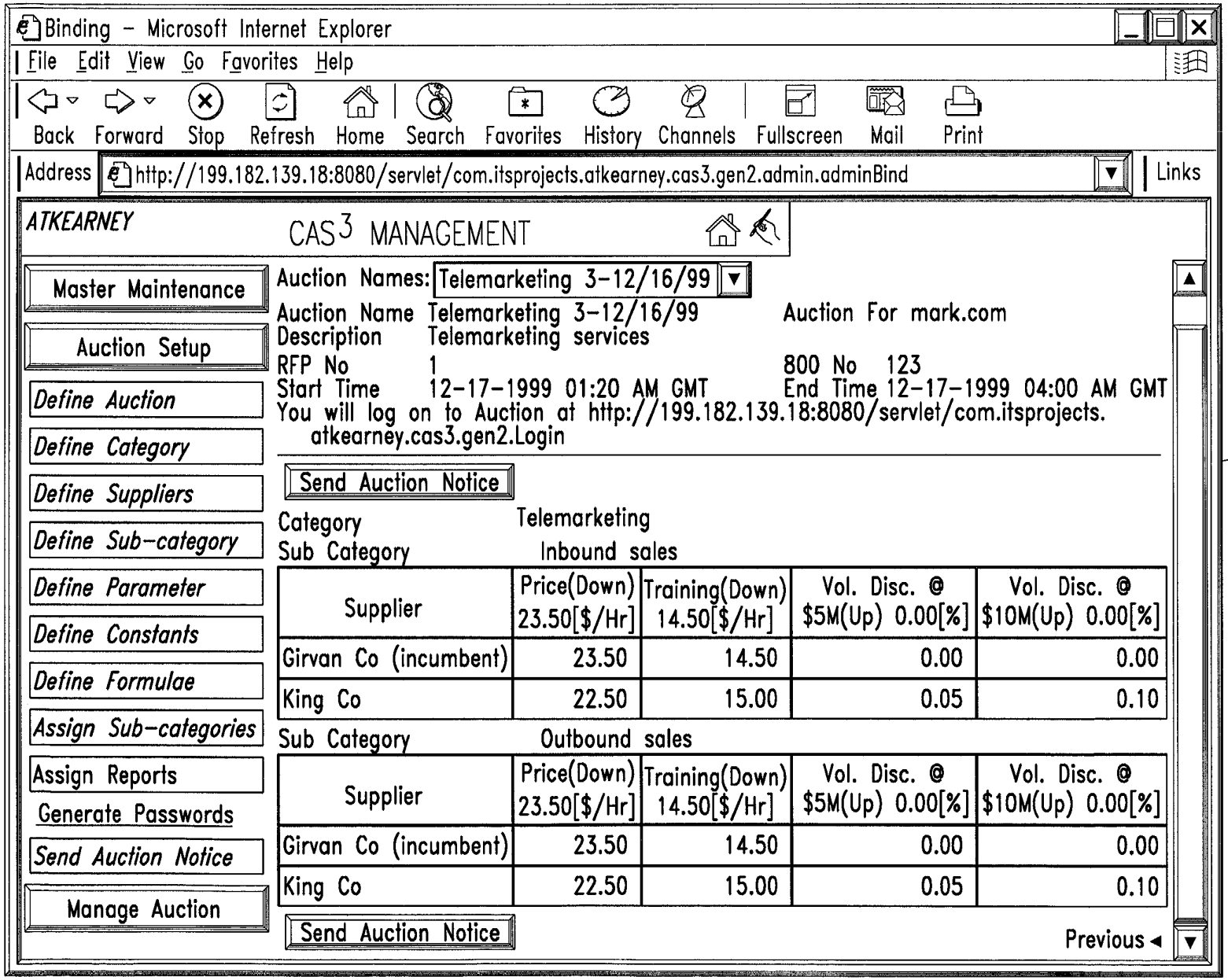
120

FIG. 21B


Binding - Microsoft Internet Explorer
File Edit View Go Favorites Help
Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print
Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind
Links
ATKEARNEY
CAS3 MANAGEMENT
Master Maintenance
Auction Setup
Define Auction
Define Category
Define Suppliers
Define Sub-category
Define Parameter
Define Constants
Define Formulae
Assign Sub-categories
Assign Reports
Generate Passwords
Send Auction Notice
Manage Auction
Send Auction Notice
Previous
Auction Names: Copiers & Printers-test
Auction Name Copiers & Printers-test Auction For Printer Co
Description Copy of Demo 12/16/99, with different total cost-cf
RFP No 12345 800 No 800-123-4567
Start Time 12-16-1999 11:00 PM GMT End Time 12-18-1999 11:00 PM GMT
You will log on to Auction at http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.Login
Send Auction Notice
Category Copiers
Sub Category B&W 100 Pgs Per Minute
Supplier | Price(Down) 9,500.00 [$ per unit] | Sorter(Down) 150.00 [$per unit] | Operating Cost Per Page(Down) 0.05[$ per page] | Maint. Cost Per Page(Down) 0.05[$ per page]
Canon(incumbent) | 9,300.00 | 150.00 | 0.05 | 0.045
Ricoh | 9,400.00 | 200.00 | 0.045 | 0.05
Sub Category Color
Supplier | Price(Down) 15,000.00 [$ per unit] | Operating Cost Per Page(Down) 0.18[$ per page] | Maint. Cost Per Page(Down) 0.07[$ per page]
Canon(incumbent) | 14,500.00 | 0.015 | 0.07
Ricoh | 16,000.00 | 0.25 | 0.07

122

FIG. 22A


Binding - Microsoft Internet Explorer
File Edit View Go Favorites Help
Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print
Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind
Links
ATKEARNEY
CAS3 MANAGEMENT
Master Maintenance
Auction Setup
Define Auction
Define Category
Define Suppliers
Define Sub-category
Define Parameter
Define Constants
Define Formulae
Assign Sub-categories
Assign Reports
Generate Passwords
Send Auction Notice
Manage Auction
Auction Names: Telemarketing 3-12/16/99
Auction Name Telemarketing 3-12/16/99 Auction For mark.com
Description Telemarketing services
RFP No 1 800 No 123
Start Time 12-17-1999 01:20 AM GMT End Time 12-17-1999 04:00 AM GMT
You will log on to Auction at http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.Login
Send Auction Notice
Category Telemarketing
Sub Category Inbound sales
Supplier | Price(Down) 23.50[$/Hr] | Training(Down) 14.50[$/Hr] | Vol. Disc. @ $5M(Up) 0.00[%] | Vol. Disc. @ $10M(Up) 0.00[%]
Girvan Co (incumbent) | 23.50 | 14.50 | 0.00 | 0.00
King Co | 22.50 | 15.00 | 0.05 | 0.10
Sub Category Outbound sales
Supplier | Price(Down) 23.50[$/Hr] | Training(Down) 14.50[$/Hr] | Vol. Disc. @ $5M(Up) 0.00[%] | Vol. Disc. @ $10M(Up) 0.00[%]
Girvan Co (incumbent) | 23.50 | 14.50 | 0.00 | 0.00
King Co | 22.50 | 15.00 | 0.05 | 0.10
Send Auction Notice
Previous

122

FIG. 22B

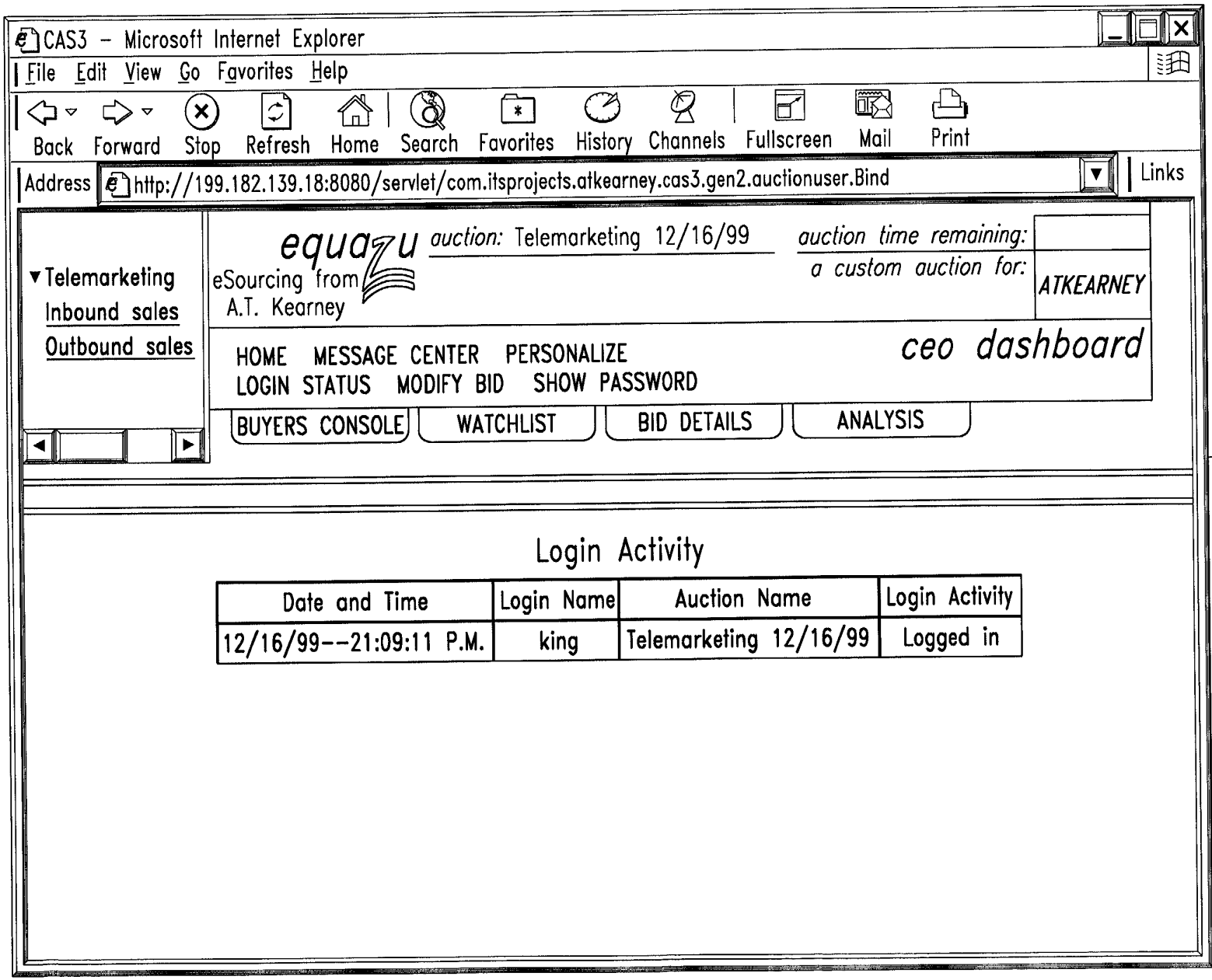

CAS3 - Microsoft Internet Explorer
File Edit View Go Favorites Help
Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print
Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.auctionuser.Bind
Links
equazu
eSourcing from A.T. Kearney
auction: Telemarketing 12/16/99
auction time remaining:
a custom auction for:
ATKEARNEY
Telemarketing
Inbound sales
Outbound sales
HOME MESSAGE CENTER PERSONALIZE
LOGIN STATUS MODIFY BID SHOW PASSWORD
ceo dashboard
BUYERS CONSOLE
WATCHLIST
BID DETAILS
ANALYSIS
124
Login Activity
Date and Time
Login Name
Auction Name
Login Activity
12/16/99--21:09:11 P.M.
king
Telemarketing 12/16/99
Logged in

FIG. 23

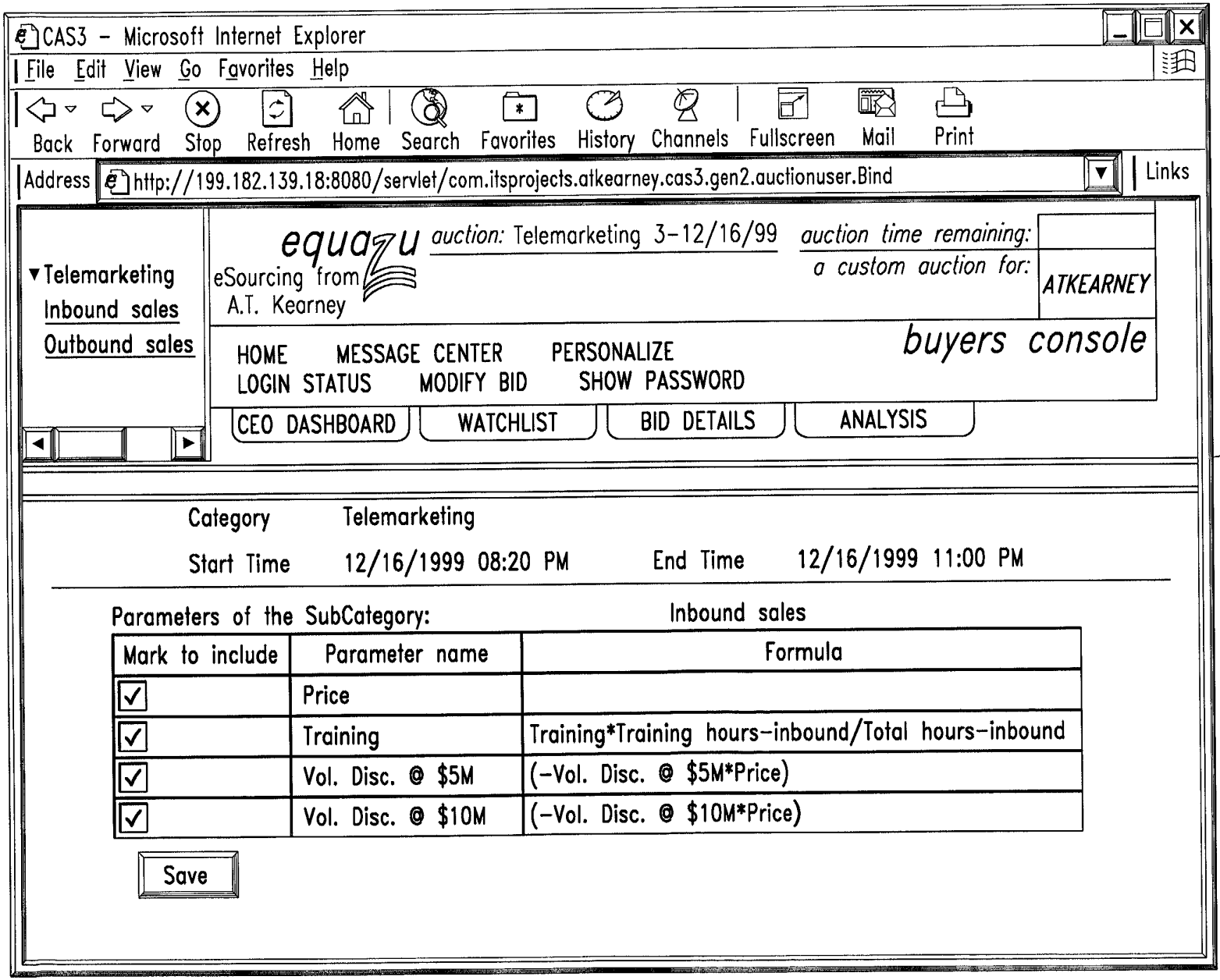
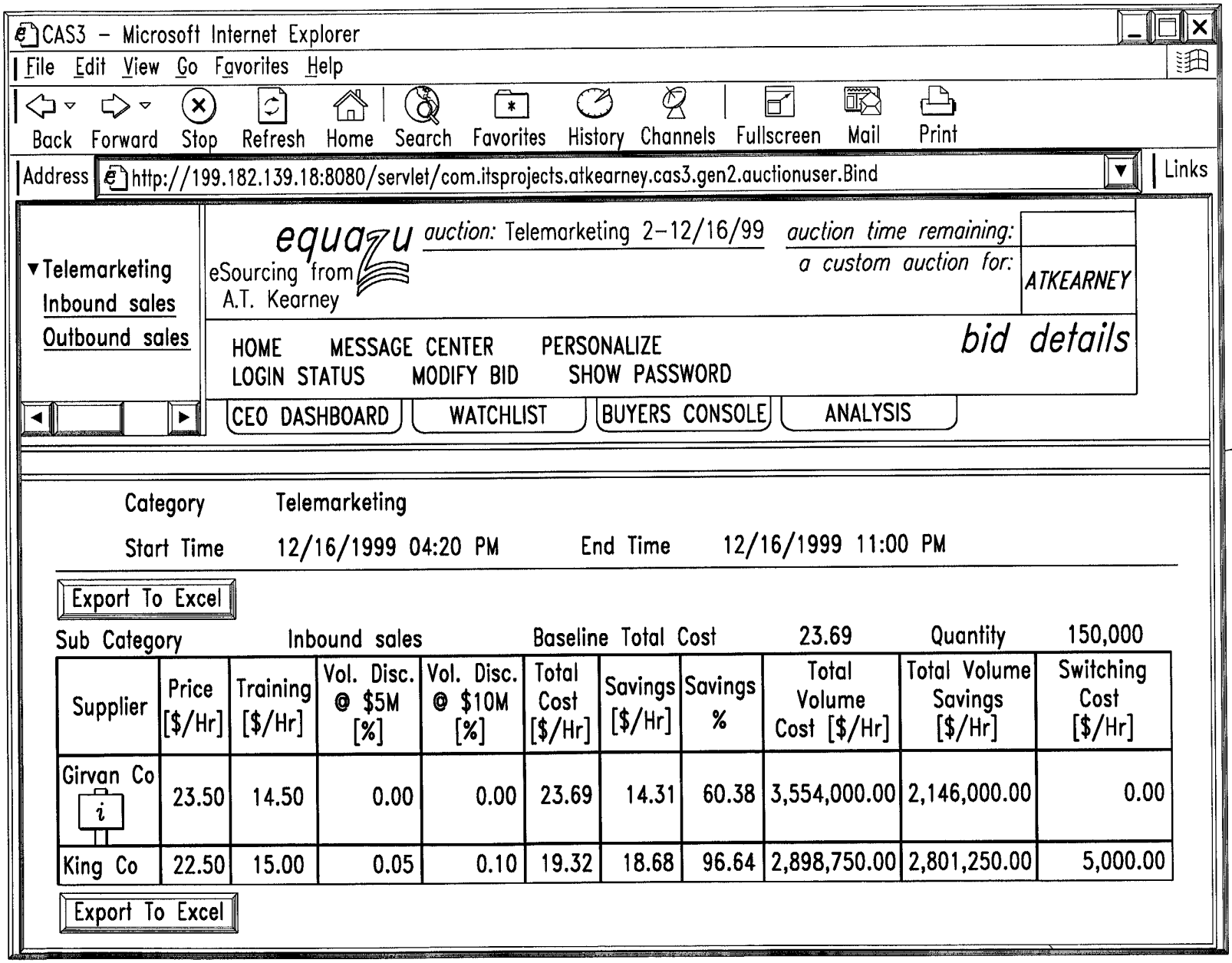
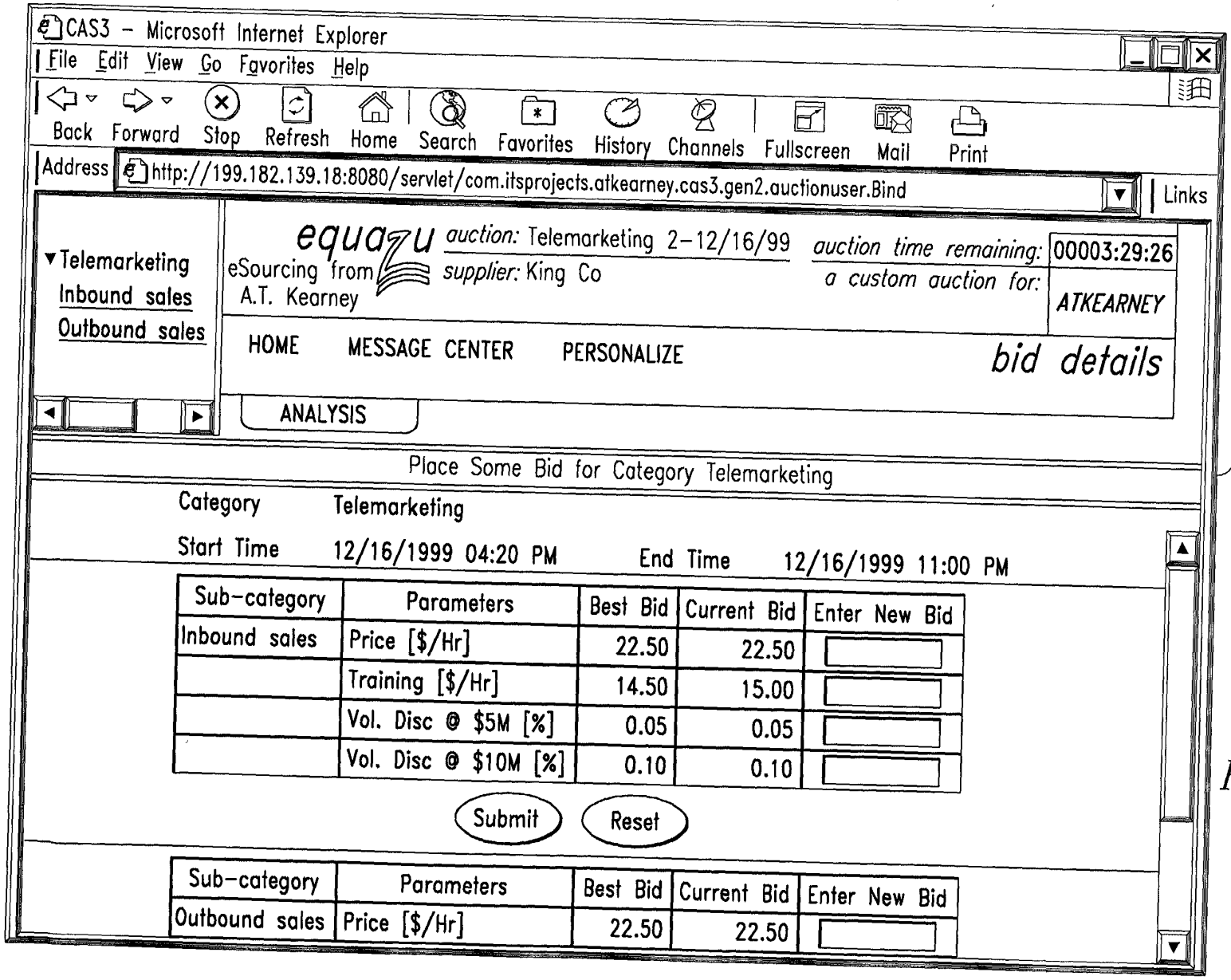

CAS3 - Microsoft Internet Explorer
File Edit View Go Favorites Help
Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print
Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.auctionuser.Bind
Links
equazu
eSourcing from A.T. Kearney
auction: Telemarketing 3-12/16/99
auction time remaining:
a custom auction for:
ATKEARNEY
buyers console
Telemarketing
Inbound sales
Outbound sales
HOME MESSAGE CENTER PERSONALIZE
LOGIN STATUS MODIFY BID SHOW PASSWORD
CEO DASHBOARD
WATCHLIST
BID DETAILS
ANALYSIS
125
Category Telemarketing
Start Time 12/16/1999 08:20 PM
End Time 12/16/1999 11:00 PM
Parameters of the SubCategory: Inbound sales
Mark to include
Parameter name
Formula
Price
Training
Training*Training hours-inbound/Total hours-inbound
Vol. Disc. @ $5M
(-Vol. Disc. @ $5M*Price)
Vol. Disc. @ $10M
(-Vol. Disc. @ $10M*Price)
Save

FIG. 23A



Supplier	Price [$/Hr]	Training [$/Hr]	Vol. Disc. @ $5M [%]	Vol. Disc. @ $10M [%]	Total Cost [$/Hr]	Savings [$/Hr]	Savings %	Total Volume Cost [$/Hr]	Total Volume Savings [$/Hr]	Switching Cost [$/Hr]
Girvan Co	23.50	14.50	0.00	0.00	23.69	14.31	60.38	3,554,000.00	2,146,000.00	0.00
King Co	22.50	15.00	0.05	0.10	19.32	18.68	96.64	2,898,750.00	2,801,250.00	5,000.00

FIG. 24


CAS3 - Microsoft Internet Explorer
File Edit View Go Favorites Help
Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print
Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.auctionuser.Bind
Links
Telemarketing
Inbound sales
Outbound sales
equazu
eSourcing from A.T. Kearney
auction: Telemarketing 2-12/16/99
supplier: King Co
auction time remaining: 00003:29:26
a custom auction for: ATKEARNEY
HOME MESSAGE CENTER PERSONALIZE
bid details
ANALYSIS
Place Some Bid for Category Telemarketing
Category Telemarketing
Start Time 12/16/1999 04:20 PM End Time 12/16/1999 11:00 PM
Sub-category | Parameters | Best Bid | Current Bid | Enter New Bid
Inbound sales | Price [$/Hr] | 22.50 | 22.50
Training [$/Hr] | 14.50 | 15.00
Vol. Disc @ $5M [%] | 0.05 | 0.05
Vol. Disc @ $10M [%] | 0.10 | 0.10
Submit
Reset
Sub-category | Parameters | Best Bid | Current Bid | Enter New Bid
Outbound sales | Price [$/Hr] | 22.50 | 22.50

128

FIG. 25A

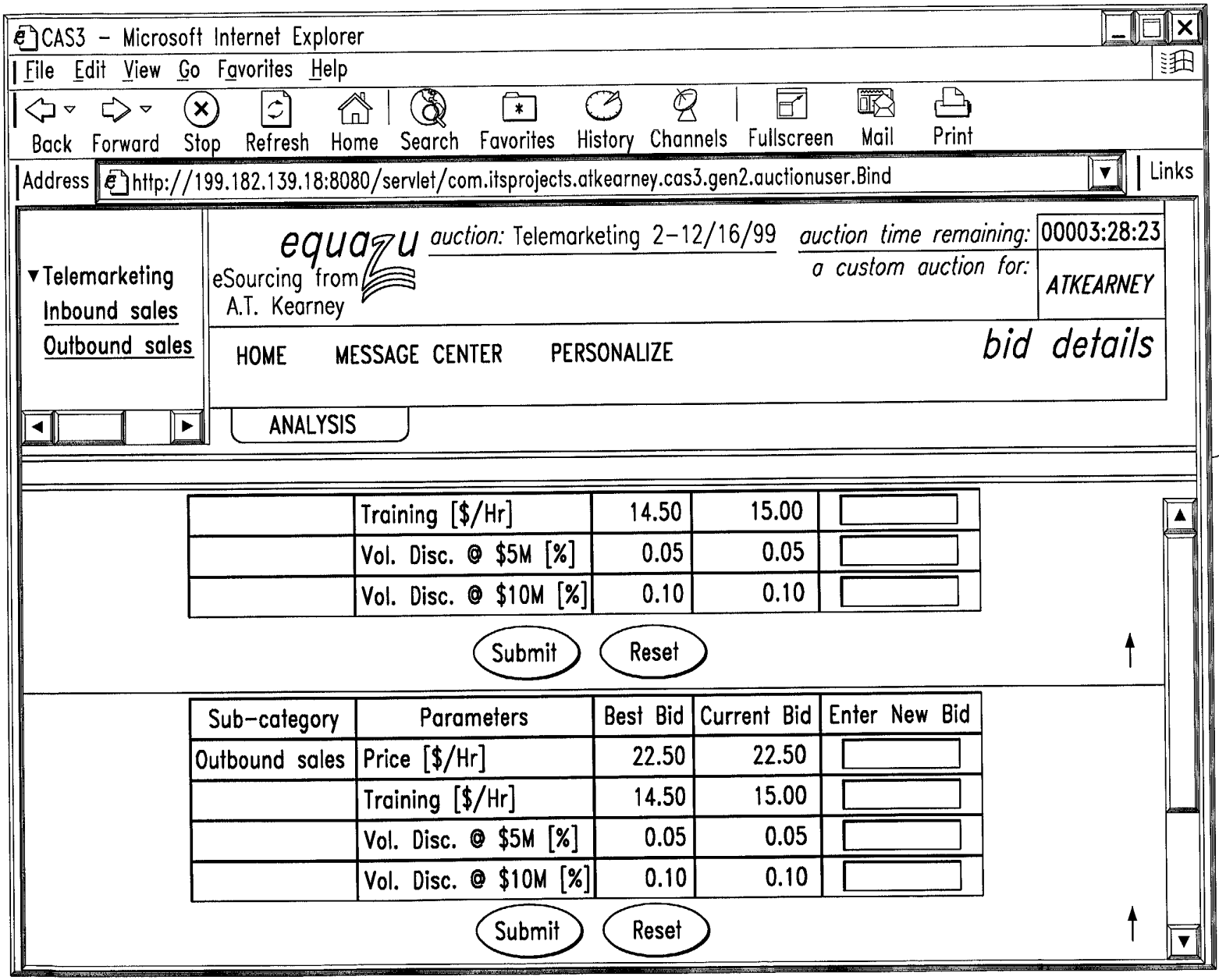
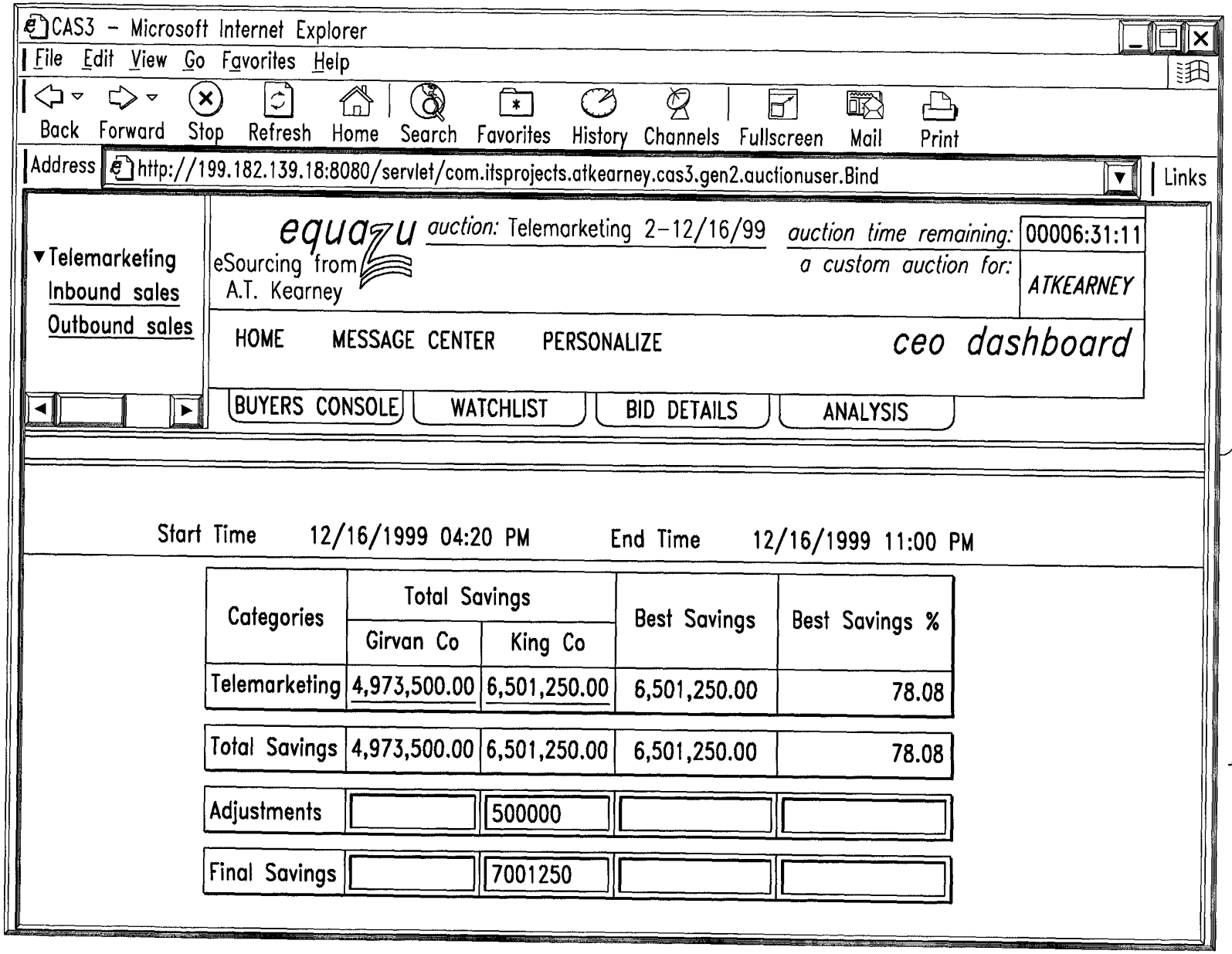
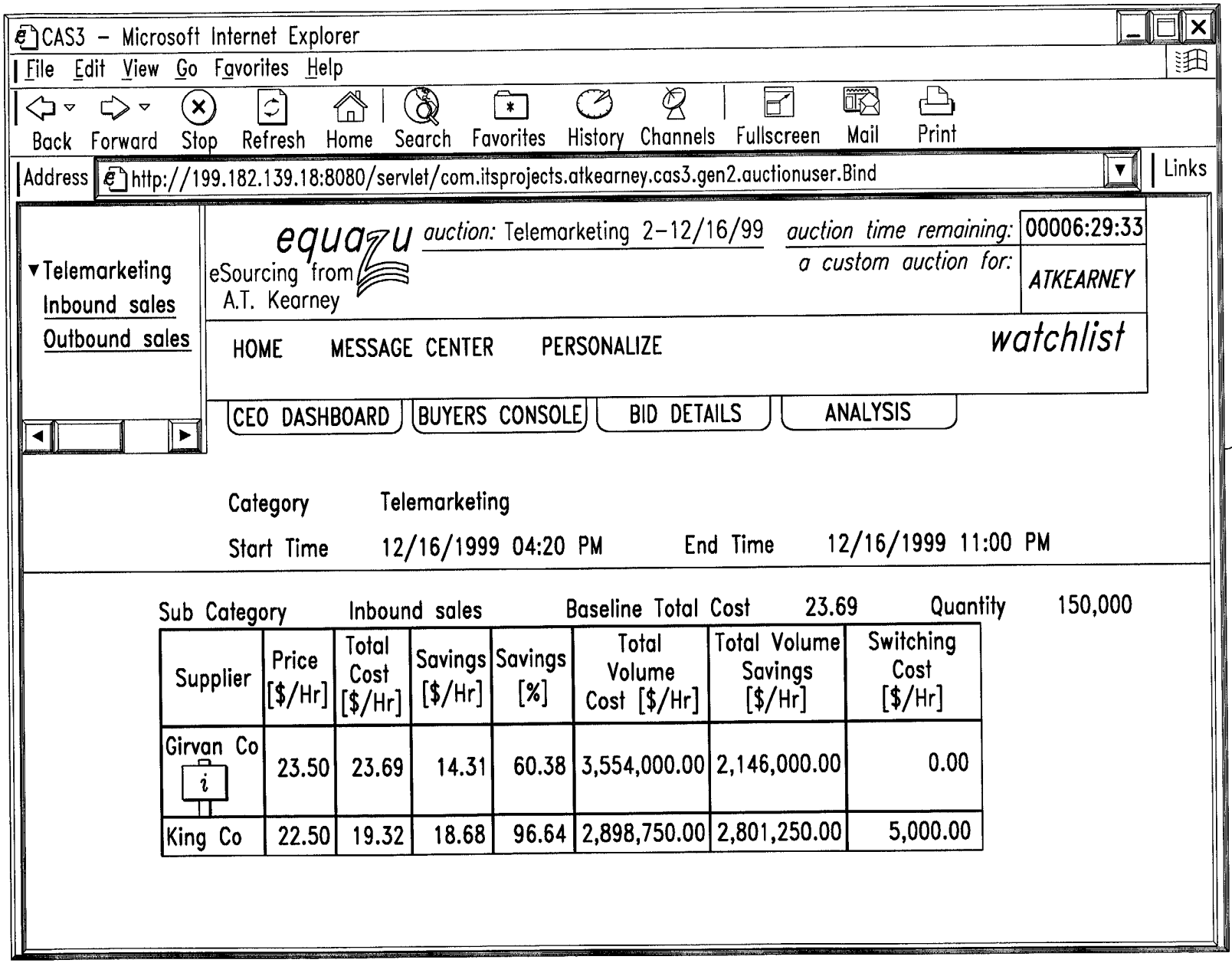

CAS3 - Microsoft Internet Explorer
File Edit View Go Favorites Help
Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print
Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.auctionuser.Bind
Links
equazu
eSourcing from A.T. Kearney
auction: Telemarketing 2-12/16/99
auction time remaining: 00003:28:23
a custom auction for: ATKEARNEY
▼Telemarketing
Inbound sales
Outbound sales
HOME MESSAGE CENTER PERSONALIZE
bid details
ANALYSIS
128
Training [$/Hr] 14.50 15.00
Vol. Disc. @ $5M [%] 0.05 0.05
Vol. Disc. @ $10M [%] 0.10 0.10
Submit Reset
Sub-category Parameters Best Bid Current Bid Enter New Bid
Outbound sales Price [$/Hr] 22.50 22.50
Training [$/Hr] 14.50 15.00
Vol. Disc. @ $5M [%] 0.05 0.05
Vol. Disc. @ $10M [%] 0.10 0.10
Submit Reset

FIG. 25B



Categories	Total Savings		Best Savings	Best Savings %
	Girvan Co	King Co		
Telemarketing	4,973,500.00	6,501,250.00	6,501,250.00	78.08
Total Savings	4,973,500.00	6,501,250.00	6,501,250.00	78.08
Adjustments		500000		
Final Savings		7001250		

FIG. 26



Supplier	Price [$/Hr]	Total Cost [$/Hr]	Savings [$/Hr]	Savings [%]	Total Volume Cost [$/Hr]	Total Volume Savings [$/Hr]	Switching Cost [$/Hr]
Girvan Co	23.50	23.69	14.31	60.38	3,554,000.00	2,146,000.00	0.00
King Co	22.50	19.32	18.68	96.64	2,898,750.00	2,801,250.00	5,000.00

FIG. 27

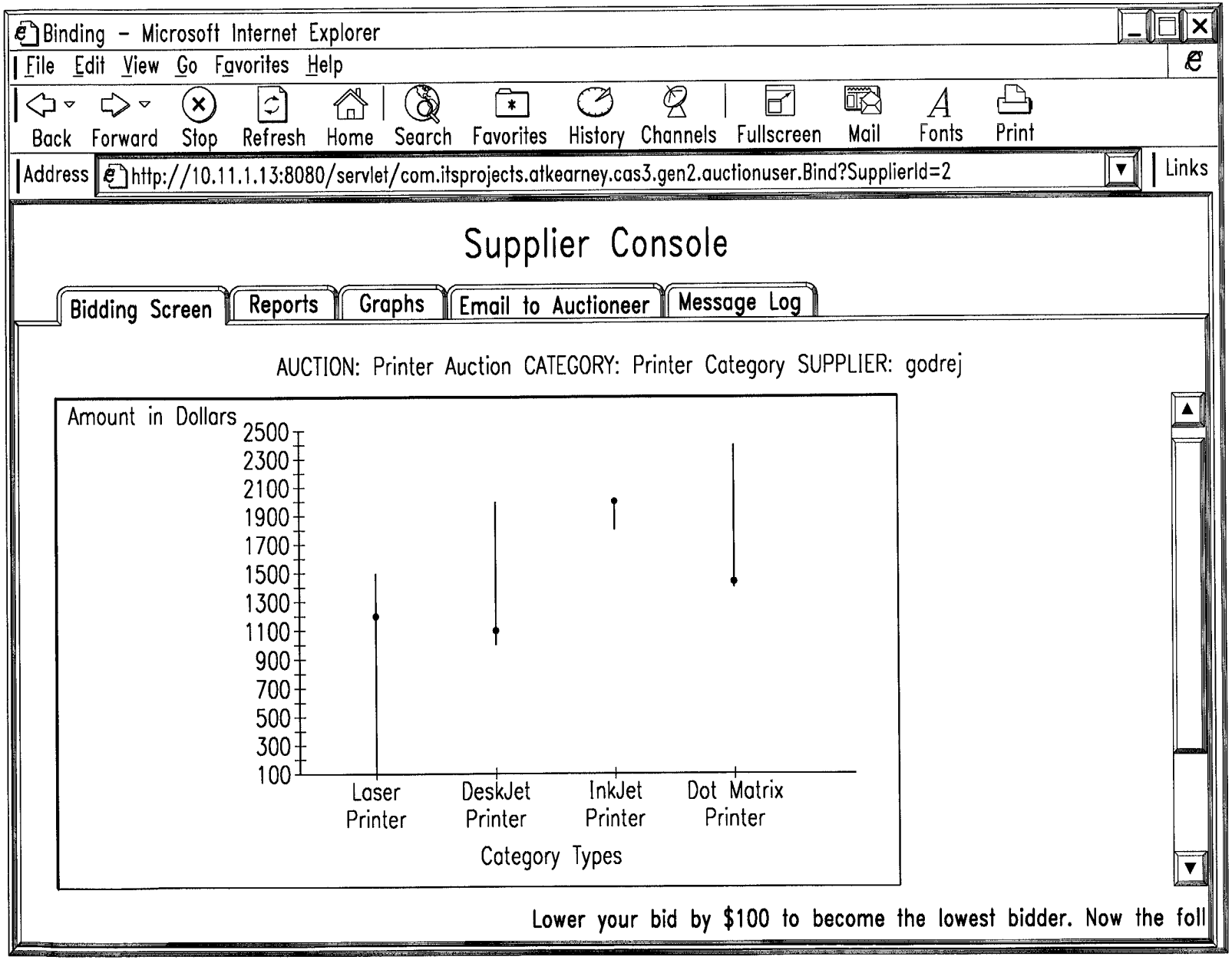

Binding - Microsoft Internet Explorer
File Edit View Go Favorites Help
Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Fonts Print
Address http://10.11.1.13:8080/servlet/com.itsprojects.atkearney.cas3.gen2.auctionuser.Bind?SupplierId=2
Links
Supplier Console
Bidding Screen
Reports
Graphs
Email to Auctioneer
Message Log
AUCTION: Printer Auction CATEGORY: Printer Category SUPPLIER: godrej
Amount in Dollars
2500
2300
2100
1900
1700
1500
1300
1100
900
700
500
300
100
Laser Printer
DeskJet Printer
InkJet Printer
Dot Matrix Printer
Category Types
Lower your bid by $100 to become the lowest bidder. Now the foll

FIG. 28

FIG. 29

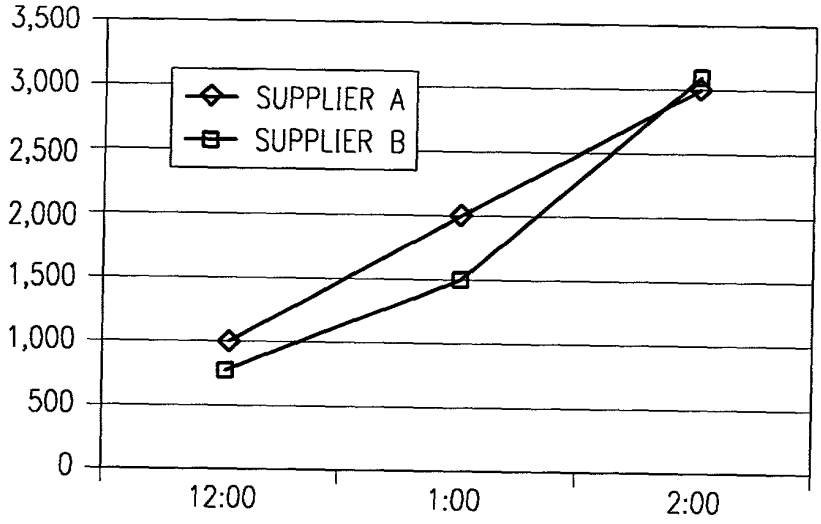


FIG. 30

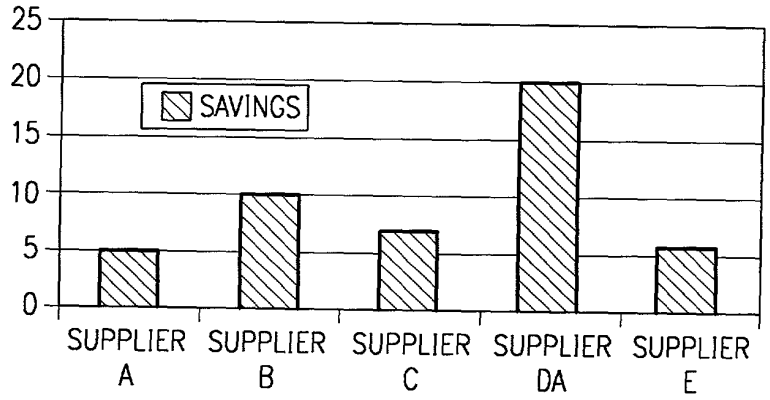
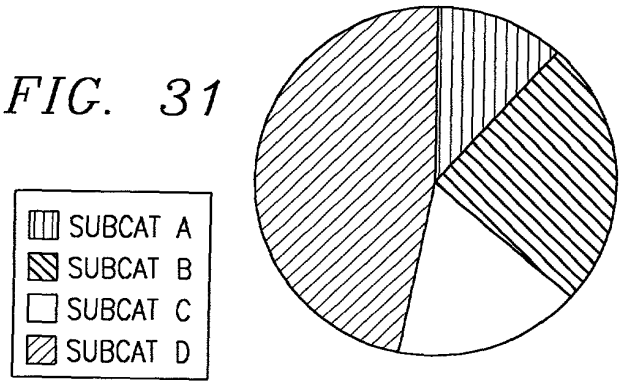


FIG. 31



SOURCING SYSTEM AND METHOD
Inventor: Thomas H. Slaight, et al.
Express: EL501025223US
"Formal Drawings"
37 of 41
10-00-001
(014208.1375)

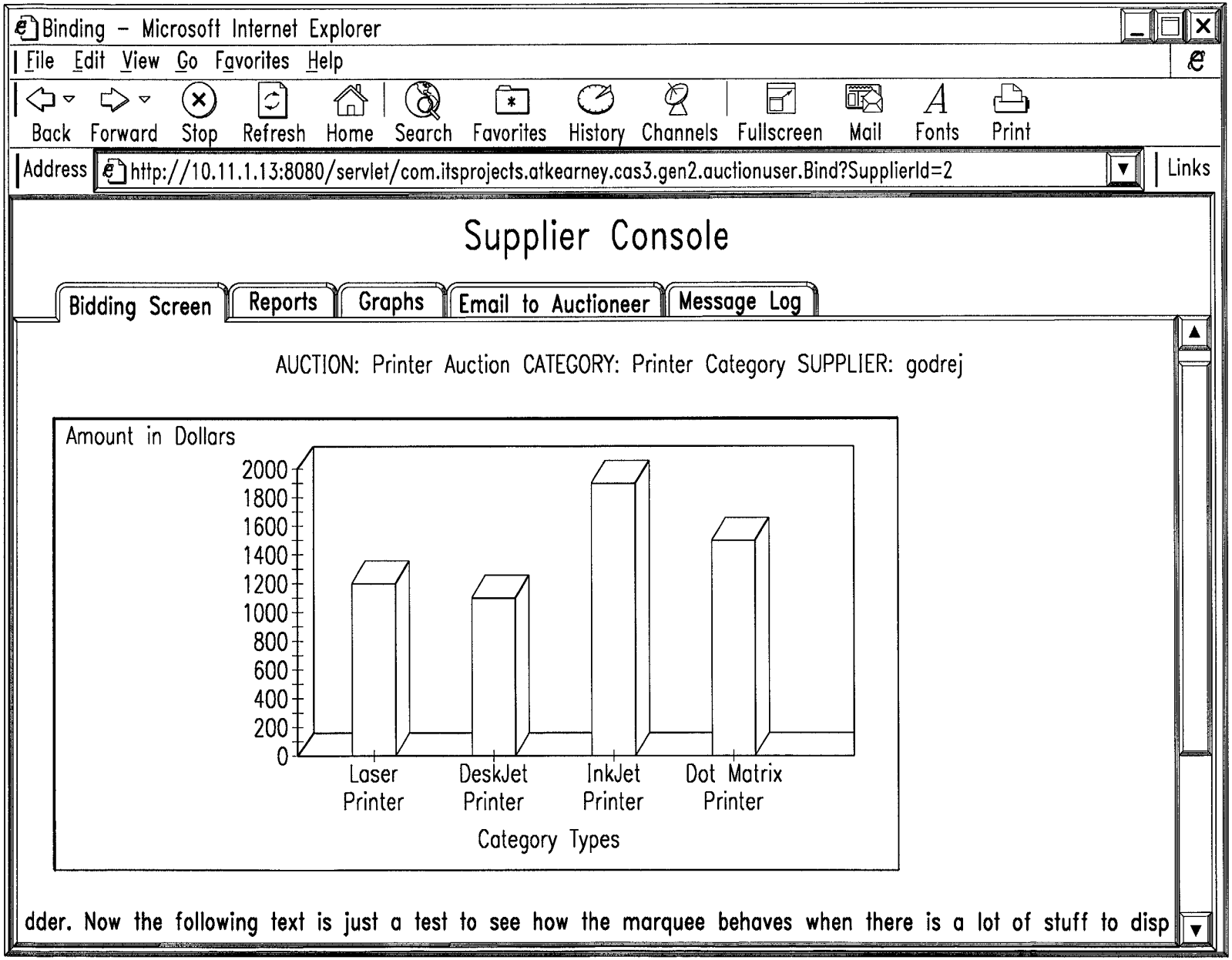


FIG. 32

SOURCING SYSTEM AND METHOD
Inventor: Thomas H. Slaight, et al.
Express: EL501025223US
"Formal Drawings"
38 of 41
10-00-001
(014208.1375)

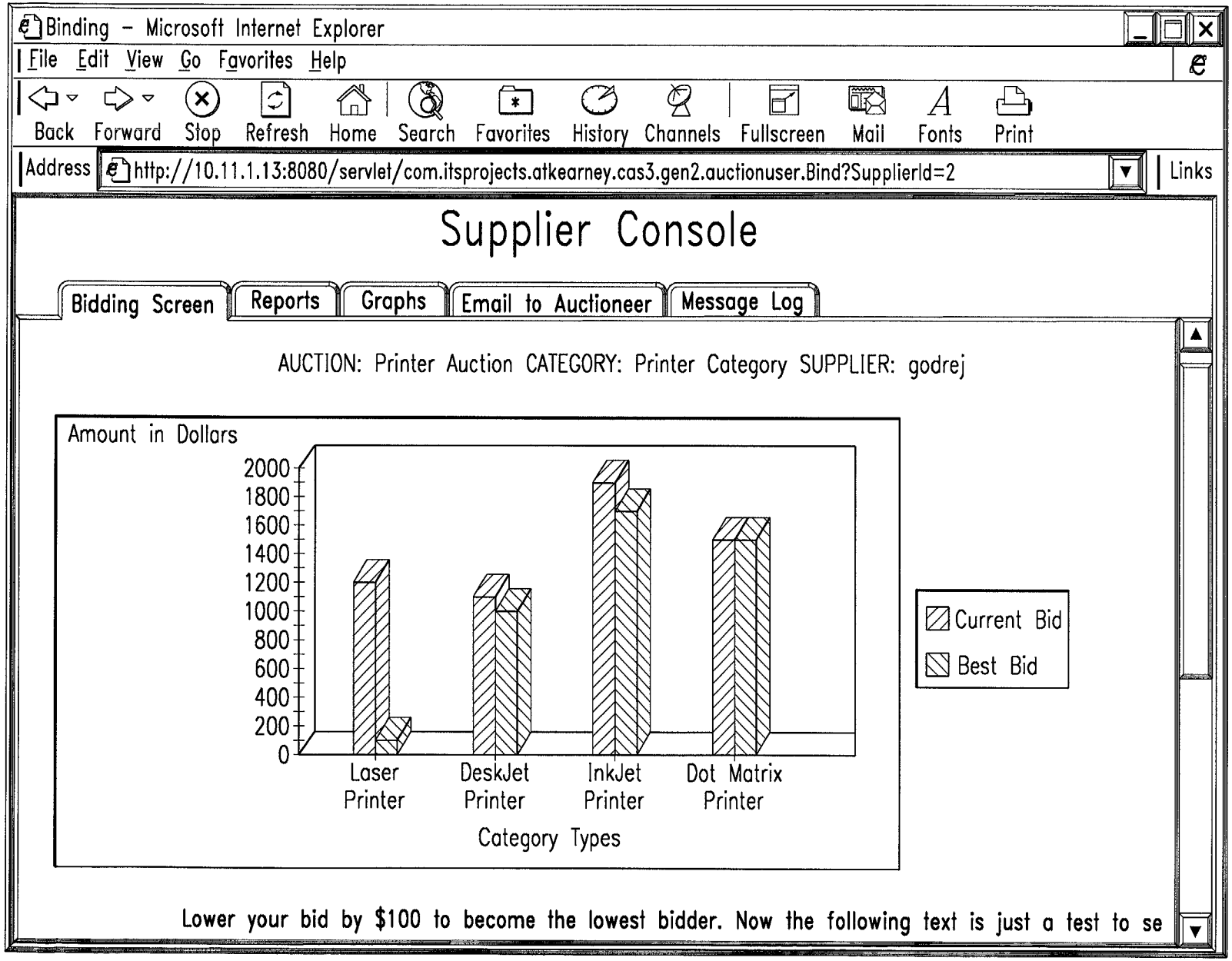


FIG. 33

SOURCING SYSTEM AND METHOD
Inventor: Thomas H. Slaight, et al.
Express: EL501025223US
"Formal Drawings"
39 of 41
10-00-001
(014208.1375)

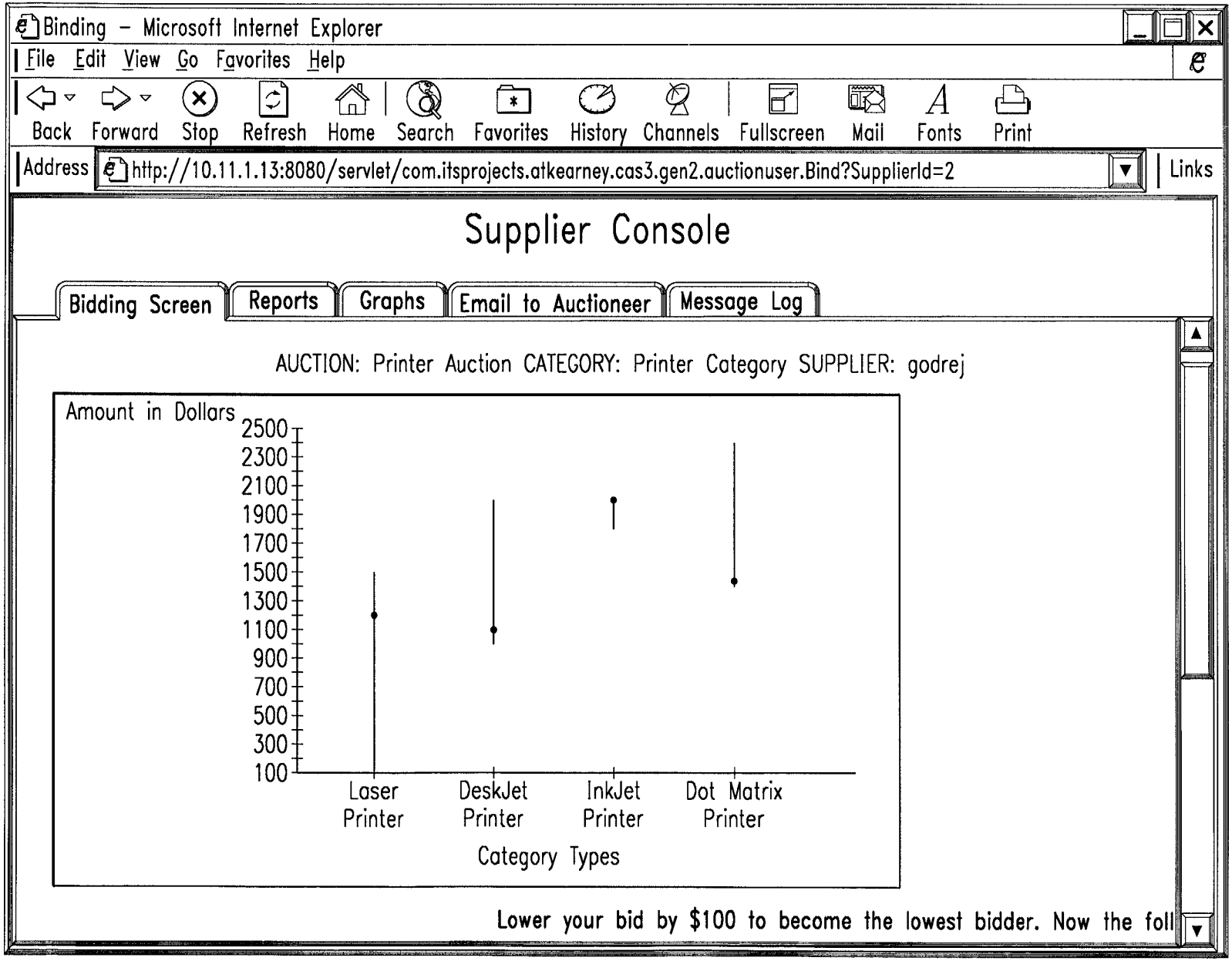


FIG. 34

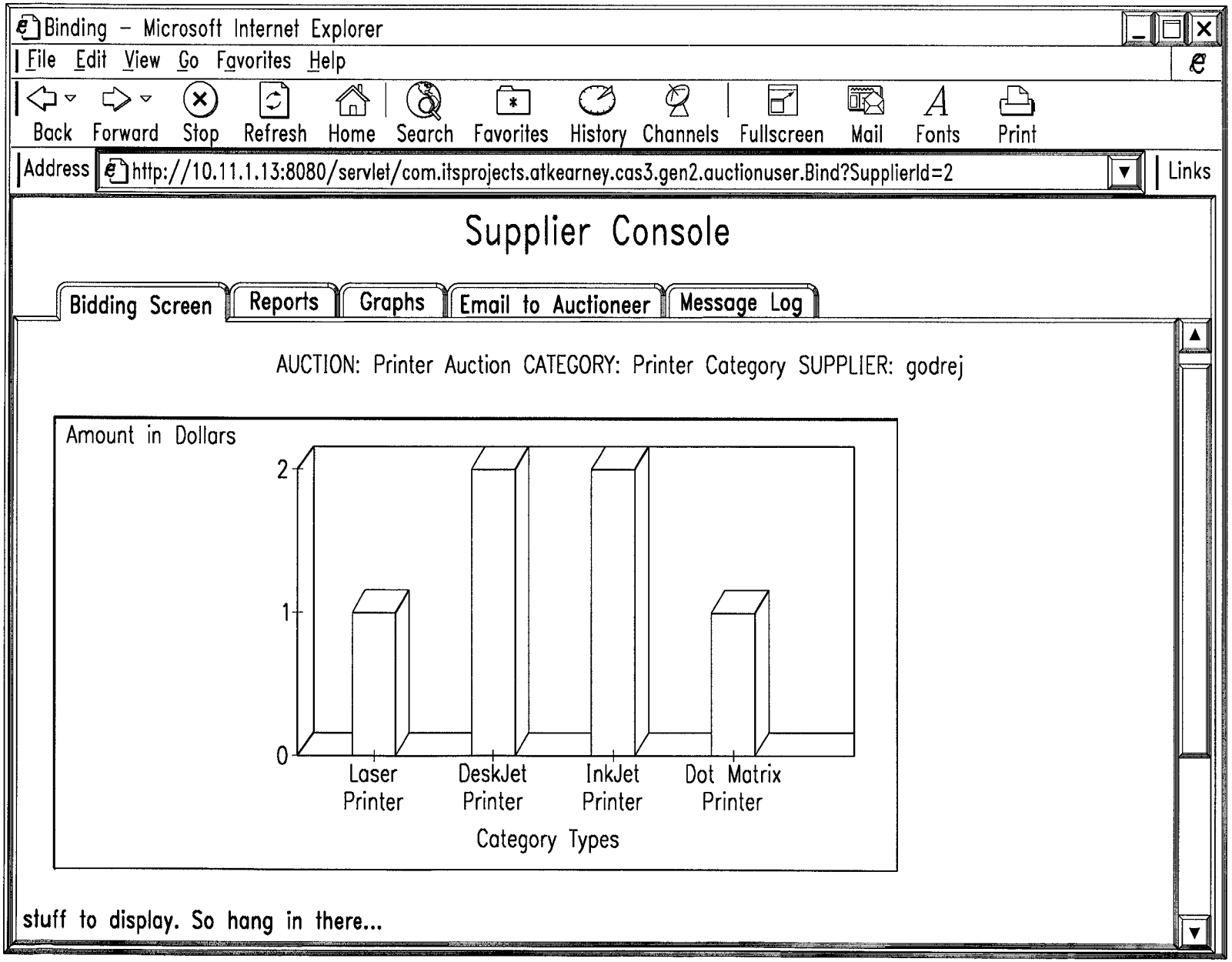

Binding - Microsoft Internet Explorer
File Edit View Go Favorites Help
Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Fonts Print
Address http://10.11.1.13:8080/servlet/com.itsprojects.atkearney.cas3.gen2.auctionuser.Bind?SupplierId=2
Links
Supplier Console
Bidding Screen
Reports
Graphs
Email to Auctioneer
Message Log
AUCTION: Printer Auction CATEGORY: Printer Category SUPPLIER: godrej
Amount in Dollars
2
1
0
Laser Printer
DeskJet Printer
InkJet Printer
Dot Matrix Printer
Category Types
stuff to display. So hang in there...

FIG. 35

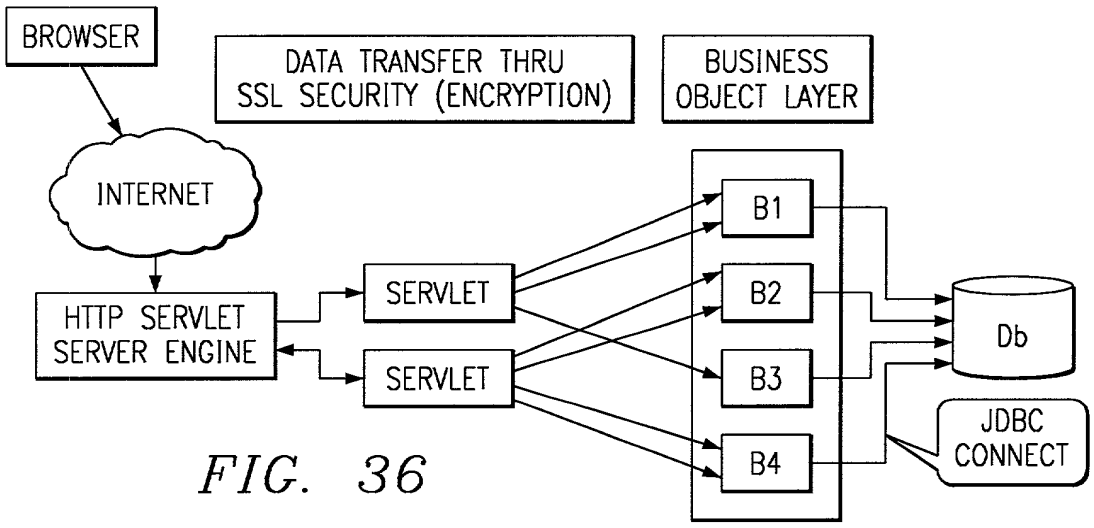

BROWSER
DATA TRANSFER THRU SSL SECURITY (ENCRYPTION)
BUSINESS OBJECT LAYER
INTERNET
HTTP SERVLET SERVER ENGINE
SERVLET
SERVLET
B1
B2
B3
B4
Db
JDBC CONNECT

FIG. 36

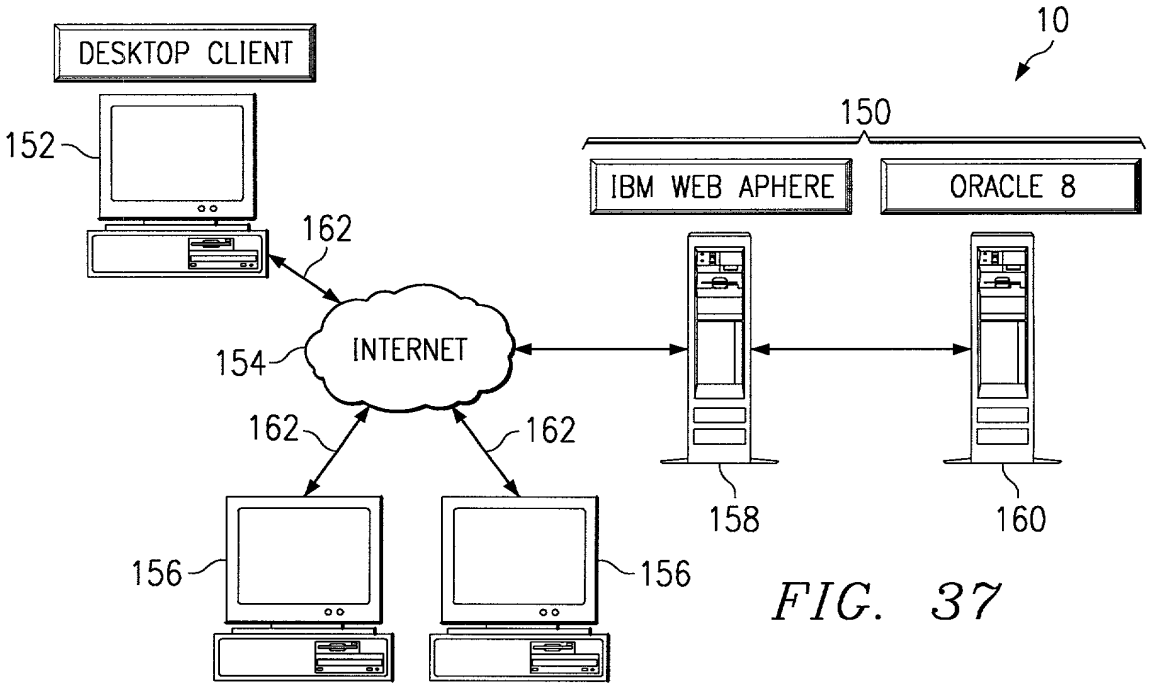

10
DESKTOP CLIENT
152
150
IBM WEB APHERE
ORACLE 8
162
INTERNET
154
162
162
156
156
158
160

FIG. 37